PRICELIST

Falcon Microsystems, Inc. Summer 1993

- Apple® Macintosh® CPUs
- Dell Computer CPUs
- Macintosh & PC Peripherals
- Macintosh, Windows, DOS, & Unix Software
- Networking Products
- Warranty and Installation Services

Apple Authorized
Federal Government
Reseller

DELL

Falcon
Microsystems

We're Here To Serve YOU!

Product and Pricing Information

Inside Sales Group – Telephone: (301) 341-0146. Or fax us at (301) 386-3583. Falcon's Inside Sales Group consists of competent, trained individuals ready to help provide solutions to your needs. Specifically, these professionals are ready to assist with:

Order Placement – Whether you are a contracting officer or an end user, the Inside Sales Group can help with procurement questions, regulations, or the correct completion of an order form.

Hardware, Software, and Networking Solutions – Falcon carries over 2,000 different products on GSA Schedule. In addition, complete warranty, hardware repair, training, and support services complement our hardware solutions.

Configuration Guidance – Many different combinations of products are available – some are compatible with one another, some aren't. Inside Sales can help you make the right determination for your situation.

Pricing Information – The Inside Sales Group has access to complete product prices, including periodic special situations. Inside Sales makes sure you get the best value for your dollar.

Procurement Support – If you need technical specification information, evaluation assistance, or support with a myriad of other issues, Falcon's Inside Sales Group stands ready to assist.

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All other trademarks and servicemarks are used with permission and remain the property of their respective manufacturer, publisher, or developer.

Sending in Your Order

Please mail your completed order form to:

Falcon Microsystems, Inc.
1100 Mercantile Lane
Landover, Maryland 20785
Attention: Order Management

You may alert us by faxing your order to:

(301) 386-3583

Questions about Your Order

Customer Service – Telephone: (301) 341-0141. Once you have placed your order, certain questions may arise. Falcon's Customer Service Representatives are there to help.

Falcon has assembled a talented group of people in its Customer Service organization to make sure that orders are fulfilled efficiently and accurately and to provide customers with information concerning the status of those transactions. Some of the areas covered by Customer Service include:

Order Information – Occasionally orders may change, require clarification, or require additional information. Falcon's Customer Service Representatives are responsible for successfully completing all such issues.

Shipping Status – Customer Service Representatives bridge the gap between Inside Sales (where the order is placed) and Falcon's warehouse (from which the goods are shipped). They are continuously aware of the status of any particular order. You can check the up-to-the-minute status of your shipment by calling Customer Service.

Returns and Exchanges

While it is Falcon's policy not to accept returns and exchanges, situations may occur in which it is necessary. The following guidelines and conditions apply:

1. All returns need to be pre-approved by a Customer Support Representative (301) 341-0141. A Return Merchandise Authorization (RMA) number will be issued which needs to be referenced on the return packaging.
2. Equipment must be new, contain all pieces (cables, manuals, etc.), and be in the original packaging.
3. No returns will be accepted on software.
4. No returns on other products will be accepted more than 40 days after the shipment date.
5. There will be a 15% restocking fee on GSA items and a 55% restocking fee on Open Market items if the return is approved and an RMA number is provided by Falcon.

Warranty Questions

Falcon offers extensive warranty and installation services. Any questions regarding services offered, prices, and availability will be explained by a Falcon Sales Representative.

Falcon Microsystems

1100 Mercantile Lane,
Landover, MD 20785

Apple Products

Falcon Part #	Product Name	Retail Price	Falcon Price
	APPLE		
	CPUs		
1166-094	Quadra 950 Logic board Upgrade (with trade-in)	$1,899	OM: $1,637
1611-024	Quadra 950 Logic board Upgrade (no trade-in)	$1,899	OM: $3,345
1166-099	Quadra 950 8/500	$6,849	OM: $5,484
1166-097	Quadra 950 400/8 CPU OBSO		GSA: $6,428
1166-096	Quadra 950 230/8 CPU	$6,099	GSA: $4,803
1166-098	Quadra 950 16/1000	$8,149	OM: $6,524
1166-095	Quadra 950 0/8 CPU	$5,609	OM: $4,490
1166-363	Quadra 800 8D/ 1V/ 1000	$6,399	OM: $5,123
1166-360	Quadra 800 8D/.5V/ 230	$4,679	OM: $3,746
1166-362	Quadra 800 8D/ 1V/ 500/ CD	$5,829	OM: $4,667
1166-361	Quadra 800 8D/ 1V/ 500	$5,499	OM: $4,416
1166-230	PowerBook Duo 230 4MB Hard Disk 80	$2,299	GSA: $2,103
1166-231	PowerBook Duo 230 4MB Hard Disk 120	$2,659	GSA: $2,432
1166-220	PowerBook Duo 210 4MB Hard Disk 80	$1,839	GSA: $1,682
1166-180	PowerBook 180 4MB Hard Disk 80	$4,109	GSA: $3,759
1166-181	PowerBook 180 4MB Hard Disk 120	$4,469	GSA: $4,088
1166-086	PowerBook 170 80/2		OM: $1,699
1166-055	PowerBook 170 40/4 (w-Fax/Data Modem)	$2,249	OM: $1,659
1166-580	PowerBook 170 120/4		OM: $1,859
1166-170	PowerBook 165c 4/80	$3,399	OM: $3,164
1166-171	PowerBook 165c 4/120	$3,759	OM: $3,499
1166-166	PowerBook 160 4MB Hard Disk 80	$2,789	GSA: $2,551
1166-165	PowerBook 160 4MB Hard Disk 40	$2,429	GSA: $2,222
1166-167	PowerBook 160 4MB Hard Disk 120	$3,149	GSA: $2,881
1166-146	PowerBook 145 80/4	$2,499	GSA: $2,286
1166-145	PowerBook 145 40/4	$2,149	GSA: $1,940
1166-036	LC III Logic Board Upgrade Kit (w/Trade-in)	$599	OM: $589
1611-027	LC III Logic Board Upgrade Kit (No Trade-in)	$599	OM: $1,465
1166-031	LC III 4/80 w/Keyboard	$1,349	OM: $1,256
1166-032	LC III 4/160 w/Keyboard	$1,499	OM: $1,395
1166-041	IIvx 5/80 w/ Int. CD-ROM	$2,339	GSA: $1,950
1166-040	IIvx 4MB (512K VRAM) Hard Disk 80 CPU	$1,899	GSA: $1,583
1166-042	IIvx 4/230 CPU	$2,269	GSA: $1,891
1166-015	IIsi 030 Direct Slot Adaptor Card	$199	GSA: $162
1166-016	IIsi NuBus Adaptor Card	$199	GSA: $164
1155-246	IIfx Logic Board Upgrade (w/ II or IIx board trade-in)	$1,799	GSA: $1,799
1611-104	IIfx Logic Board Upgrade (no trade-in)	$1,799	GSA: $3,312
1144-111	Color Classic 4/80	$1,389	OM: $1,387
1144-095	Classic II Logic Board Upgrade (w/trade-in)	$629	GSA: $615
1611-020	Classic II Logic Board Upgrade (no trade-in)	$629	GSA: $840
1166-356	Centris 650 Logic Board Upgrade (w/trade-in)	$1,199	OM: $1,189
1611-026	Centris 650 Logic Board Upgrade (no trade-in)	$1,199	OM: $2,689
1166-352	Centris 650 8D /1V /230 /CD / Ethernet	$3,939	OM: $3,338
1166-353	Centris 650 8D /0.5V /80 / Ethernet	$3,189	OM: $2,703
1166-351	Centris 650 8D /0.5V /230 / Ethernet	$3,559	OM: $3,017
1166-354	Centris 650 8D /.5V / 500 / Ethernet	$4,309	OM: $3,641
1166-350	Centris 650 4D /0.5V /80 (NO Ethernet/ NO FPU)	$2,699	OM: $2,288
1166-345	Centris 610 NuBus Adapter	$99	OM: $86
1166-343	Centris 610 8D/ 1V/ 230 CD w/Ethernet	$2,899	OM: $2,458
1166-342	Centris 610 8D/ .5V/ 230 w/Ethernet	$2,519	OM: $2,136
1166-340	Centris 610 4D/ .5V/ 80 (no Ethernet)	$1,859	OM: $1,575
1166-341	Centris 610 4D/ .5V/ 80 w/Ethernet	$1,969	OM: $1,669
1166-043	IIvx 8 / 230 (512K VRAM)	$2,459	GSA: $2,050
1166-232	Mac PowerBook Duo 230 4/120 w/Express Modem	$2,899	OM: $2,698
1166-986	Mac PowerBook 170 80/2 w/ClarisWorks		OM: $1,699
1166-955	Mac PowerBook 170 4/40 w/Modem & ClarisWorks	$2,249	OM: $1,759
1166-581	Mac PowerBook 170 120/4 w/ClarisWorks		OM: $1,959
1144-091	Mac Classic II 80/4 CPU (w/Apple Keyboard II)	$1,079	GSA: $886
1166-026	Apple IIe Card for LC	$145	GSA: $131
	Keyboards		
1145-001	Apple Keyboard II	$105	GSA: $86
1145-002	Apple Extended Keyboard II	$185	GSA: $147

Falcon Part #	Product Name	Retail Price	Falcon Price
	A/UX		
1166-320	A/UX 3.0 CD-ROM Product	$795	GSA: $497
1166-312	A/UX 3.0 CD-ROM Product Bundle	$1,294	GSA: $876
1166-326	A/UX 3.0 Update Product	$250	GSA: $164
1155-395	A/UX 32 User License Product	$2,500	GSA: $1,629
1166-328	A/UX Administration Manuals Update (v3.0)	$285	GSA: $194
1166-321	A/UX Essentials Manuals	$159	GSA: $114
1166-329	A/UX Programing Manuals Update (v3.0)	$285	GSA: $194
1166-323	A/UX Programming Manuals (v3.0)	$329	GSA: $224
1155-377	MacX 1.2 Update	$49	GSA: $32
1155-378	MacX Manual Set	$85	GSA: $56
1155-297	Right to Updates A/UX 3.0	$100	GSA: $62
1155-296	Right to Copy A/UX 3.0	$450	GSA: $294
1155-388	X11 for A/UX Manuals	$179	GSA: $63
	Accessories		
1155-254	Battery Recharger (for Portable Only)	$105	GSA: $86
1166-234	Mac Math Co-Processor (Duo Dock/LC III)	$79	GSA: $71
1166-060	PowerBook Battery Recharger	$89	GSA: $80
1634-418	PowerBook / DOS Companion	$219	GSA: $198
1166-062	PowerBook 100 Battery Recharge r	$89	GSA: $80
1166-061	PowerBook 100 Rechargeable Battery	$69	GSA: $62
1166-219	PowerBook Duo Battery Recharger	$119	GSA: $107
1166-227	PowerBook Duo Floppy Adapter	$135	GSA: $121
1166-225	Duo Dock (available January '93)	$1,079	GSA: $971
1166-218	PowerBook Duo AC Adapter	$65	GSA: $58
1166-217	PowerBook Duo Rechargable Battery	$69	GSA: $62
1535-009	Print Pack	$100	GSA: $89
1155-252	Numeric Keypad (for Portable Only)	$55	GSA: $46
1166-179	PowerBook AC Adapter (all models)	$65	GSA: $56
1166-178	PowerBook 140-180 Xtra Rechargeable Battery	$69	GSA: $64
1355-003	Universal Monitor Stand	$75	GSA: $59
	Apple II		
1201-001	Apple 5.25" Drive (Drive Only)	$259	GSA: $218
1111-005	Apple II 256K Memory Expansion Kit	$39	GSA: $32
1410-007	Apple II Printer-8 Cable	$25	GSA: $19
1210-002	Apple II System Disk User's Guide	$19	GSA: $11
1225-700	Apple II Video Overlay Card	$429	GSA: $363
1111-001	Apple IIe 128K CPU	$629	GSA: $550
1201-004	Apple IIe Accessory Kit	$39	GSA: $33
1166-028	Apple IIe Card Upgrade Package	$25	GSA: $19
1111-002	Apple IIe Enhancement Kit	$49	GSA: $40
1100-021	Apple IIGS System Software V6.0	$39	GSA: $30
1111-026	AppleMouse IIe	$109	GSA: $95
1611-063	Aristotle	$199	GSA: $123
	Cables		
1166-066	Apple HDI-30 SCSI Disk Adapter	$39	GSA: $36
1166-067	Apple HDI-30 SCSI System Cable PowerBook	$39	GSA: $36
1433-010	Apple RS232 Cable	$105	GSA: $86
1434-007	Apple SCSI Cable Extender	$35	GSA: $26
1434-008	Apple SCSI Cable Terminator	$25	GSA: $19
1155-249	Apple SCSI Cable Terminator II(black)	$29	GSA: $25
1434-006	Apple SCSI Peripheral Interface Cable	$35	GSA: $30
1434-005	Apple SCSI System Cable	$39	GSA: $33
1434-041	LocalTalk Custom Wiring Kit	$669	GSA: $501
1434-035	LocalTalk Locking Cable Kit - 10 Meter	$65	GSA: $44
1434-038	LocalTalk Locking Cable Kit - 25 Meter	$105	GSA: $74
1434-036	LocalTalk Locking Connector Kit - DB9	$65	GSA: $44
1434-037	LocalTalk Locking Connector Kit - Din8	$65	GSA: $44
1155-373	V.35 Cable	$155	GSA: $126
	Communications		
1155-374	Apple Coax / Twinax Card	$1,019	GSA: $828
1455-065	AppleTalk Remote Access (MAC)	$199	GSA: $129
1155-371	MacX 1.2	$295	GSA: $184
1155-553	SNA.ps 3270	$279	GSA: $181
1155-554	SNA.ps 3270 GC	$105	GSA: $69

Falcon Part #	Product Name	Retail Price	Falcon Price
1155-551	SNA.ps Gateway/32	$2,429	GSA: $1,583
1155-552	SNA.ps Gateway/64	$3,649	GSA: $2,378
1155-550	SNA.ps Gateway/8	$1,219	GSA: $794
	FAX/Modem		
1166-064	PowerBook Fax/Data Modem (US)	$225	GSA: $202
	Floppy Drives		
1245-400	Apple FDHD External Floppy	$329	GSA: $264
1611-012	FDHD ROM Kit for II (no trade-in)	$100	GSA: $244
1255-070	FDHD ROM Kit for II (w/trade-in)	$100	GSA: $94
1611-011	FDHD ROM Kit for SE (no trade-in)	$100	GSA: $244
1245-422	FDHD ROM Kit for SE (w/ trade-in)	$100	GSA: $94
1245-421	FDHD Upgrade Kit for SE (w/ trade-in)	$385	GSA: $326
1255-071	Internal FDHD Drive for (except portable)	$285	GSA: $231
1166-058	Mac HDI-20 External 1.4MB Floppy Disk	$199	GSA: $179
1611-006	II FDHD Upgrade Kit (no trade-in)	$385	GSA: $476
1155-372	II FDHD Upgrade Kit (w/trade-in)	$385	GSA: $326
1611-010	SE FDHD Upgrade Kit (no trade-in)	$385	GSA: $476
	Hard Drives		
1234-082	External 80SC Drive w/SCSI Cable & Terminator	$999	GSA: $772
	Memory		
1245-001	1MB Memory Expansion Kit (4-256K SIMMs)	$109	GSA: $97
1244-100	1MB Memory Expansion Kit (for IIci only)	$89	GSA: $80
1245-002	2MB Memory Expansion Kit (2-1MB SIMMs)	$135	GSA: $122
1166-057	PowerBook 4MB Memory Expansion	$309	GSA: $278
1166-228	PowerBook Duo 4MB Memory Exp. Kit	$235	GSA: $212
1166-229	PowerBook Duo 8MB Memory Exp. Kit	$459	GSA: $413
1244-101	4MB Memory Expansion Kit	$269	GSA: $242
1144-083	Classic 1MB Memory Exp Card	$109	GSA: $97
1111-009	Coprocessor Platform Memory Expansion Kit	$159	GSA: $129
1244-102	IIci 4MB Parity Memory Expansion Kit	$349	GSA: $313
1155-236	IIci Cache Card	$319	GSA: $264
1155-243	IIfx 4MB Memory Expansion Kit	$269	GSA: $243
1166-025	LC 512k VRAM SIMM	$159	GSA: $123
1166-056	PowerBook 2MB Memory Expansion Kit	$199	GSA: $186
1166-185	PowerBook 4MB Memory Exp. Kit (160/180)	$309	GSA: $278
	Modems		
1166-161	PowerBook Express Modem Kit (160, 165c & 180)	$319	GSA: $287
1166-224	PowerBook Express Modem Kit (Duo)	$319	GSA: $287
1155-253	Portable Data Modem 2400	$359	GSA: $297
	Monitors & Cards		
1355-012	Apple 21" Color Monitor	$3,599	GSA: $2,968
1345-016	15" Portrait Display	$889	GSA: $713
1355-015	12" Monochrome Display	$245	GSA: $198
1155-262	Display Card DRAMExpansion kit	$409	GSA: $330
1355-026	16" Color Monitor	$1,459	GSA: $1,179
1155-375	512K VRAM Expansion Kit	$159	GSA: $123
1355-024	Color Display (w/14" Trinitron tube by Sony Corp.)	$539	GSA: $485
1155-260	Display Card 8•24	$569	GSA: $463
	Networking		
1155-197	Apple Ethernet Self-Terminating Cable - 13 Meter Plenum	$79	GSA: $65
1155-196	Apple Ethernet Self-Terminating Cable - 5 Meters	$39	GSA: $32
1166-027	Apple Ethernet LC Card (media adapter required)	$165	GSA: $131
1155-198	Apple Ethernet NB Card (media adapter required)	$349	GSA: $278
1155-199	Apple Ethernet Twisted Pair Transceiver	$99	GSA: $82
1155-195	Ethernet Thin Coax Transceiver	$99	GSA: $82
1245-408	Serial NB Card	$1,019	GSA: $792
1245-516	Apple Token Ring 4/16 NB Cardtokentalk	$909	GSA: $748
	Optical Drives & Media		
1245-012	AppleCD 150	$499	GSA: $449
1245-095	CD SC Caddy (Box of 5)	$39	GSA: $32
	Printers		
1535-672	StyleWriter Ink Cartridge	$19	OM: $14
1535-270	StyleWriter II Printer	$339	OM: $311
1535-705	Pers. LaserWriter NTR Controller (w/ SC board Trade-in)	$989	GSA: $502
1535-706	Pers. LaserWriter NTR Controller (w/ NT board Trade-in)	$989	GSA: $452
1611-022	Personal LaserWriter NTR Controller (No Trade-in)	$989	GSA: $652
1535-250	Personal LaserWriter NTR	$1,649	GSA: $1,230
1535-654	Personal LaserWriter Letter Cassette	$65	GSA: $53
1535-655	Personal LaserWriter Legal Cassette	$65	GSA: $53
1535-656	Personal LaserWriter Envelope Cassette	$75	GSA: $59
1535-662	Personal LaserWriter 250-Sheet Cassette Base	$99	GSA: $80
1535-282	LaserWriter Select 310 4MB Memory Upgrade	$269	OM: $247
1535-281	LaserWriter Select 310 1MB Memory Upgrade	$89	OM: $82
1535-278	LaserWriter Select 300 PostScript Option)	$349	OM: $321
1535-276	LaserWriter Select 300 PhotoGrade Upgrade	$269	OM: $247
1535-277	LaserWriter Select 300 1MB Memory Upgrade	$89	OM: $82
1535-310	LaserWriter Pro Toner Cartridge	$149	OM: $95
1535-260	LaserWriter Pro 630 w/Toner	$2,529	OM: $2,403
1535-261	LaserWriter Pro 630 Controller Upgd (w/Trade-in)	$1,299	OM: $1,059
1611-025	LaserWriter Pro 630 Controller Upgd (No Trade-in)	$1,299	OM: $1,559
1535-256	LaserWriter Pro 600 (8MB) w/Toner	$2,099	OM: $1,928
1534-005	LaserWriter Letter Cassette	$59	GSA: $48
1534-004	LaserWriter Legal Cassette	$59	GSA: $48
1535-606	LaserWriter IINTX 4MB Memory Expansion Kit	$809	GSA: $662
1535-605	LaserWriter IINTX 1MB Memory Expansion Kit	$245	GSA: $198
1535-701	LaserWriter IIg Controller Card (with IIntx board trade-in)	$1,455	GSA: $835
1535-700	LaserWriter IIg Controller Card (with IInt board trade-in)	$1,455	GSA: $935
1535-702	LaserWriter IIg Controller Card (with IIf board trade-in)	$1,455	GSA: $735
1535-704	LaserWriter IIf Controller Card (with IIntx board trade-in)	$1,015	GSA: $521
1535-703	LaserWriter IIf Controller Card (with IInt board trade-in)	$1,015	GSA: $621
1535-137	LaserWriter II Letter Cassette	$75	GSA: $58
1535-139	LaserWriter II Legal Cassette	$75	GSA: $58
1535-141	LaserWriter II Envelope Cassette	$75	GSA: $58
1535-138	LaserWriter II A4 Letter Cassette	$75	GSA: $58
1535-008	ImageWriter II/LQ LocalTalk Option	$119	OM: $80
1531-001	ImageWriter II Printer	$439	GSA: $394
1532-004	ImageWriter II Cut-Sheet Feeder	$179	GSA: $135
1532-003	ImageWriter II 32K Memory Option	$79	GSA: $65
1531-004	ImageWriter I & II Black Ribbon (Box of 6)	$49	OM: $36
1535-279	Apple LaserWriter Select 310 Printer w/TONER	$1,079	OM: $992
1535-274	Apple LaserWriter Select 300 Printer w/TONER	$819	OM: $753
1611-018	Apple LaserWriter IIg Controller Card (no trade-in)	$1,455	GSA: $1,235
1535-240	Apple LaserWriter IIg (8MB)	$2,309	GSA: $1,776
1611-019	Apple LaserWriter IIf Controller Card (no trade-in)	$1,015	GSA: $921
1535-265	Apple Color Printer w/Accy Kit	$2,143	OM: $2,143
	Scanners		
1245-091	Apple OneScanner for Windows	$949	GSA: $855
1245-080	Apple OneScanner w/Accessory Kit)(Mac)(MAC)	$949	GSA: $855
1201-005	Apple Scanner Replacement Lamp	$29	GSA: $23
	Software		
1601-002	Apple Access II	$75	GSA: $46
1634-404	Apple Font Pack for Mac	$99	GSA: $72
1255-004	AppleShare Server 3.0.1 (Mac)	$1,199	GSA: $852
1634-414	At Ease™ (MAC)	$59	GSA: $41
1100-024	HyperCard IIGS	$69	GSA: $54
1455-060	Inter.Poll Network Administrator Utility	$129	GSA: $76
1634-425	Mac System 7.1 Personal Upgrade Kit (Mac)	$99	GSA: $89
1634-413	PC Exchange	$79	GSA: $62
1634-411	System 7 User Documentation (5-pack)	$249	GSA: $155
1634-407	System Software v.6.0.8	$49	GSA: $30
1634-416	MacODA (MAC) mac oda	$149	GSA: $97
1634-009	MacTerminal 3.0	$125	GSA: $69
1634-412	QuickTime Starter Kit (Mac)	$139	GSA: $113
1634-426	System 7.1 MultiPack Upgrade Kit	$499	GSA: $31

FMI PART#	DESCRIPTION	Retail Price	Falcon Price
	32X NOTEBOOKS - CATEGORY "A"		
	i386 base which includes 2MB of RAM, 3.5" external floppy drive, 64 shades of gray, DOS/WINDOWS/BALLPOINT MOUSE, 25MHz processor and choice of hard drive vinyl case, AC adapter, PCMCIA slot, simultaneous video, 3 plus hours battery life		
325SLY80A	Dell 325SLI Laptop 2/80 w/Case, DOS, WIN, BPoint Mouse	$1,838	OM: $1,728
325SL120A	Dell 325SLI Laptop 2/120 w/Case, DOS, WIN, BPoint Mouse	$1,938	OM: $1,822
325SL200A	Dell 325SLI Laptop 2/200 w/Case, DOS, WIN, BPoint Mouse	$2,138	OM: $2,010
	ONLY CHOOSE ONE OPTION FOR RAM UPGRADE		
310-3216A	Dell 2MB Module f/Dell 325SLI	$100	GSA: $91
310-3236A	Dell 4MB Module f/Dell 325SLI	$200	GSA: $182
310-3218A	Dell 8MB Module f/Dell 325SLI	$400	GSA: $364
	ACCESSORIES		
312-1050A	Dell Extra NiMH Battery f/Dell 325SLI	$49	GSA: $90
312-1052A	Dell Battery Charger f/Extra NiMH Battery	$149	GSA: $136
340-4741A	Dell 1.4 Floppy Ext f/Dell 325SLI	$149	GSA: $136
340-4231A	Dell 1.2 Floppy Ext f/Dell 325SLI	$249	GSA: $227
310-2148A	Dell Numeric keyboard f/Dell 325SLI	$149	GSA: $136
310-3019A	Dell Slip case f/Dell 325SLI (included with CPU)	$29	GSA: $26
310-2208A	Dell 2400 Modem/Int f/Dell 325SLI	$249	GSA: $227
310-3018A	Dell AC Adapter f/Dell 325SLI (included with CPU)	$70	GSA: $64
	486/T - CATEGORY "OPEN MARKET"		
	i486 base which includes 8MB of RAM, combo,DOS,WIN,Mouse drive, 128K CACHE, 1MB video memory, DOS/WIN		
433DT230B	Dell 433/T 8/230 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,619	OM: $2,462
433DT320B	Dell 433/T 8/320 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,769	OM: $2,603
433DT500B	Dell 433/T 8/500 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,219	OM: $3,026
433DT33SB	Dell 433/T 8/330 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,269	OM: $3,073
433DT70SB	Dell 433/T 8/330 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,869	OM: $3,637
433DT14SB	Dell 433/T 8/1.4G SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$4,639	OM: $4,361
450DT230B	Dell 450/T 8/230 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,769	OM: $2,603
450DT320B	Dell 450/T 8/320 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,919	OM: $2,744
450DT500B	Dell 450/T 8/500 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,369	OM: $3,167
450DT33SB	Dell 450/T 8/330 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,419	OM: $1,366
450DT70SB	Dell 450/T 8/700 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$4,019	OM: $3,778
450DT14SB	Dell 450/T 8/1.4G SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$4,789	OM: $4,502
466DT230B	Dell 466/T 8/230 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,069	OM: $2,885
466DT320B	Dell 466/T 8/320 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,219	OM: $3,026
466DT500B	Dell 466/T 8/500 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,669	OM: $3,449
466DT33SB	Dell 466/T 8/330 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,719	OM: $3,496
466DT70SB	Dell 466/T 8/700 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$4,319	OM: $4,060
466DT14SB	Dell 466/T 8/1.4G SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$5,089	OM: $4,784
	MAY ONLY CHOOSE ONE UPGRADE OPTION		
310-3360B	Dell 4MB SIMM/Qty 1 f/all Dell 486/L/M/T	$199	OM: $181
310-3361B	Dell 8MB Kit/Qty 2-4MB SIMMs f/all Dell 486/L/M/T	$399	OM: $363
310-3362B	Dell16MB SIMM/Qty 1 f/all Dell 486/L/M/T	$799	OM: $727
310-3363B	Dell 32MB Kit/Qty 2-16MB SIMMs f/all Dell 486/L/M/T	$1,499	OM: $1,364
	MAY ONLY CHOOSE ONE NETWORK CARD OPTION		
430-2112B	SMC NIC ENet/10BaseT/Thick/Thin f/16-bit ISA	$169	GSA: $174
430-2108B	IBM NIC TRing/16/4 f/8-bit ISA	$450	GSA: $476
	MAY ONLY CHOOSE ONE MODEM/FAX OPTION		
310-2197B	Dell 2400B Modem/Int f/8-bit ISA w/SW (3.5)	$59	OM: $55
310-2178B	Dell 2400/9600 FAX Modem/Int f/8-bit ISA w/SW (3.5)	$79	OM: $74
310-2218B	MultiTech 14.4KB Modem/Int f/8-bit ISA w/SW (both)	$469	OM: $441
	MAY ONLY CHOOSE ONE MONITOR OPTION		
320-3386B	Dell 1024i 14"/Color f/VGA,SVGA w/Cbl, Tilt Swvl	$299	OM: $281
320-3382B	Dell Ultrascan 17FS 17"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$999	OM: $939
320-3383B	Dell Ultrascan 21FS 21"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$1,899	OM: $1,785
320-3379B	Dell Ultrascan 14LR 14"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$499	OM: $469
320-3380B	Dell Ultrascan 15LR 15"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$599	OM: $563
	MAY ONLY CHOOSE ONE SECOND HARD DRIVE OPTION (IDE AND IDE MUST MATCH, ETC)		
340-4952B	Dell 80MB HD/IDE/Int f/Dell 486/T Use as 2nd Drive Only	$229	OM: $215
340-4953B	Dell 120MB HD/IDE/Int f/Dell 486/T Use as 2nd Drive Only	$279	OM: $262
340-5086B	Dell 170MB HD/IDE/Int f/Dell 486/T Use as 2nd Drive Only	$379	OM: $356
340-5077B	Dell 230MB HD/IDE/Int f/Dell 486/T Use as 2nd Drive Only	$479	OM: $450
340-4956B	Dell 320MB HD/IDE/Int f/Dell 486/T Use as 2nd Drive Only	$679	OM: $638

FMI PART#	DESCRIPTION	Retail Price	Falcon Price
340-4957B	Dell 500MB HD/IDE/Int f/Dell 486/T Use as 2nd Drive Only	$1,029	OM: $967
340-4960B	Dell 230MB HD/SCSI/Int f/Dell 486/T Use as 2nd Drive Only	$529	OM: $497
340-4961B	Dell 330MB HD/SCSI/Int f/Dell 486/T Use as 2nd Drive Only	$829	OM: $779
340-5060B	Dell 700MB HD/SCSI/Int f/Dell 486/T Use as 2nd Drive Only	$1,429	OM: $1,343
340-4963B	Dell 1.4GB HD/SCSI/Int f/Dell 486/T Use as 2nd Drive Only	$2,199	OM: $2,067
	MAY HAVE UP TO TWO ADDITIONAL INTERNAL DEVICES (SECOND SCSI DEVICE WILL NOT NEED SEPARATE CONTROLLER)		
340-4973B	Dell 40/120MB Tape/Int f/all 486/T w/Adapter	$200	OM: $188
340-4974B	Dell 150/250MB Tape/Int f/all 486/T w/Adapter	$699	OM: $657
340-4975B	Dell 320/525MB Tape/Int f/all 486/T req. Controller	$799	OM: $751
420-1024B	SYTOS+ SW f/DOS,Dell 320/525MB Tape Drive Only (both)	$75	OM: $71
340-4977B	Dell 2/4GB DAT/Int f/all 486/T req. Controller	$2,199	OM: $2,067
420-6000B	SYTOS+ SW f/DOS,Dell 2/4GB DAT Drive Only (both)	$99	OM: $93
340-4976B	Dell CD ROM/Int f/all 486/T req. Controller	$499	OM: $469
340-5007B	Dell Prog. I/O SCSI Controller f/all 486/T,8-bit ISA	$100	OM: $94
340-5008B	Dell 1542B SCSI Bootable Controller f/all 486/T,8-bit ISA	$250	OM: $235
	EXTERNAL DEVICES		
340-2004A	Dell 40/120MB Tape/Ext f/all ISA or EISA Dell CPU's w/Adapter	$349	GSA: $318
340-4448A	Dell 150/250MB Tape/Ext f/all ISA or EISA Dell CPU's w/Adapt.	$899	GSA: $818
430-2032	SMC,COMBO,16BIT ENET,PROM(NOVELL)FACT	$235	
	NOTE: 340-4975,4977 & 4976 MUST INCL 340-5007 OR 340-5008 CTLR		
	NOTE: 420-1024 or 6000 IS A RECOMMENDED OPTION (USES THE CAPABILITY OF THE DRIVE)		
	486/ME - CATEGORY "C"		
	i486 base which includes 8MB of RAM, combo floppy drive, 128K CACHE, 1MB video memory, DOS/WINDOWS/MOUSE, and choice of processor and hard drive three external/two internal drive bays and four EISA/ two ISA expansion slot		
433ME320C	Dell 433/ME 8/320 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,990	OM: $2,811
433ME500C	Dell 433/ME 8/500 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,440	OM: $3,234
433ME33SC	Dell 433/ME 8/330 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$3,490	OM: $3,281
433ME70SC	Dell 433/ME 8/700 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$4,090	OM: $3,845
433ME14SC	Dell 433/ME 8/1.4G SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$5,010	OM: $4,709
450ME320C	Dell 450/ME 8/320 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,190	OM: $2,999
450ME500C	Dell 450/ME 8/500 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,640	OM: $3,422
450ME33SC	Dell 450/ME 8/330 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$3,690	OM: $3,469
450ME70SC	Dell 450/ME 8/700 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$4,290	OM: $4,033
450ME14SC	Dell 450/ME 8/1.4 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$5,210	OM: $4,897
466ME320C	Dell 466/ME 8/320 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,290	OM: $3,093
466ME500C	Dell 466/ME 8/500 IDE/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,740	OM: $3,516
466ME33SC	Dell 466/ME 8/330 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$3,790	OM: $3,563
466ME70SC	Dell 466/ME 8/700 SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$4,390	OM: $4,127
466ME14SC	Dell 466/ME 8/1.4G SCSI/1V w/P.Kbd,1.4-1.2(combo),DOS,WIN,Ms.	$5,310	OM: $4,991
	UPGRADES		
310-2194C	Lexmark 101 Keyboard Upgrade f/Dell 486/ME CPU's (@ purchase)	$49	OM: $46
	MAY ONLY CHOOSE ONE UPGRADE OPTION		
310-3345C	Dell 4MB Kit/Qty 2-2MB SIMMs f/all Dell ME CPU's	$199	GSA: $171
310-3347C	Dell 8MB Kit/Qty 2-4MB SIMMs f/all Dell ME CPU's	$399	GSA: $343
310-3349C	Dell 16MB Kit/Qty 2-8MB SIMMs f/all Dell ME CPU's	$799	GSA: $687
310-3351C	Dell 32MB Kit/Qty 2-16MB SIMMs f/all Dell ME CPU's	$1,499	GSA: $1,289
	MAY ONLY CHOOSE ONE NETWORK CARD OPTION		
430-2112C	SMC NIC ENet/10BaseT/Thick/Thin f/16-bit ISA	$169	GSA: $168
430-2108C	IBM NIC TRing/16/4 f/8-bit ISA	$535	GSA: $460
	MAY ONLY CHOOSE ONE MODEM/FAX OPTION		
310-2197C	Dell 2400B Modem/Int f/8-bit ISA w/SW (3.5)	$59	OM: $55
310-2178C	Dell 2400/9600 FAX Modem/Int f/8-bit ISA w/SW (3.5)	$79	OM: $74
310-2218C	MultiTech 14.4KB Modem/Int f/8-bit ISA w/SW (both)	$469	OM: $441
	MAY ONLY CHOOSE ONE MONITOR OPTION		
320-3386C	Dell 1024i 14"/Color f/VGA,SVGA w/Cbl, Tilt Swvl	$299	GSA: $257
320-3382C	Dell Ultrascan 17FS 17"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$999	GSA: $859
320-3383C	Dell Ultrascan 21FS 21"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$1,899	GSA: $1,633
320-3379C	Dell Ultrascan 14LR 14"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$499	OM: $469
320-3380C	Dell Ultrascan 15LR 15"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$599	OM: $563

FMI PART#	DESCRIPTION	Retail Price	Falcon Price
	MAY ONLY CHOOSE ONE SECOND HARD DRIVE OPTION (IDE AND IDE MUST MATCH, ETC)		
340-5079C	Dell 170MB HD/IDE/Int f/Dell 486/ME Use as 2nd Drive Only	$379	GSA: $283
340-5070C	Dell 230MB HD/IDE/Int f/Dell 486/ME Use as 2nd Drive Only	$479	GSA: $369
340-4056C	Dell 320MB HD/IDE/Int f/Dell 486/ME Use as 2nd Drive Only	$679	GSA: $498
340-4570C	Dell 500MB HD/IDE/Int f/Dell 486/ME Use as 2nd Drive Only	$1,029	GSA: $885
340-4734C	Dell 230MB HD/SCSI/Int f/Dell 486/ME Use as 2nd Drive Only	$529	GSA: $455
340-4760C	Dell 330MB HD/SCSI/Int f/Dell 486/ME Use as 2nd Drive Only	$829	OM: $779
340-5056C	Dell 700MB HD/SCSI/Int f/Dell 486/ME Use as 2nd Drive Only	$1,429	OM: $1,343
	MAY HAVE UP TO TWO ADDITIONAL INTERNAL DEVICES (SECOND SCSI DEVICE WILL NOT NEED SEPARATE CONTROLLER)		
340-2003C	Dell 40/120MB Tape/Int f/all 486/M/ME/SE w/Adapter	$200	GSA: $172
340-2005C	Dell 150/250MB Tape/Int f/all 486/M/ME/SE w/Adapter	$699	GSA: $601
340-4397C	Dell 320/525MB Tape/Int f/all 486/M/ME/SE req. Controller	$799	GSA: $687
420-1024C	SYTOS+ SW f/DOS,Dell 320/525MB Tape Drive Only (both)	$75	OM: $71
340-4584C	Dell 2/4GB DAT/Int f/all 486/M/ME/SE req. Controller	$2,199	GSA: $1,891
420-6000C	SYTOS+ SW f/DOS,Dell 2/4GB DAT Drive Only (both)	$99	OM: $93
340-4630C	Dell CD ROM/Int f/all 486/M/ME/SE req. Controller	$499	GSA: $429
340-4319C	Dell 1542B SCSI Bootable Controller f/all 486/ME,8-bit ISA	$250	GSA: $214
340-1155C	Dell Prog. I/O SCSI Controller f/all 486/ME,8-bit ISA	$100	GSA: $86
340-4709C	Dell 1740 SCSI Bootable Controller f/all 486/ME,32-bit EISA	$400	GSA: $344
	EXTERNAL DEVICES		
340-2004A	Dell 40/120MB Tape/Ext f/all ISA or EISA Dell CPU's w/Adapter	$349	GSA: $318
340-4448A	Dell 150/250MB Tape/Ext f/all ISA or EISA Dell CPU's w/Adapt.	$899	GSA: $818
	NOTE: 340-4397,4584 & 4630 MUST INCL 340-4327,1156 OR 4707 CTLR		
	NOTE: 420-1024 or 6000 IS A RECOMMENDED OPTION (USES THE CAPABILITY OF THE DRIVE)		
	486/M - CATEGORY "A"		
	i486 base which includes 8MB of RAM, combo floppy drive, 1MB video memory, DOS/WINDOWS/MOUSE, and choice of processor		
	and hard drive three external/two internal drive bays and six ISA expansion slots		
433DM230A	Dell 433/M 8/230 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,340	OM: $2,200
433DM320A	Dell 433/M 8/320 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,490	OM: $2,341
433DM500A	Dell 433/M 8/500 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,940	OM: $2,764
433DM23SA	Dell 433/M 8/230 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,690	OM: $2,529
433DM33SA	Dell 433/M 8/330 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,990	OM: $2,811
433DM70SA	Dell 433/M 8/700 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,590	OM: $3,375
450DM230A	Dell 450/M 8/230 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,540	OM: $2,388
450DM320A	Dell 450/M 8/320 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,690	OM: $2,529
450DM500A	Dell 450/M 8/500 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,140	OM: $2,952
450DM23SA	Dell 450/M 8/230 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,890	OM: $2,717
450DM33SA	Dell 450/M 8/330 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,190	OM: $2,999
450DM70SA	Dell 450/M 8/700 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,790	OM: $3,563
466DM230A	Dell 466/M 8/230 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,840	OM: $2,670
466DM320A	Dell 466/M 8/320 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,990	OM: $2,811
466DM500A	Dell 466/M 8/500 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,440	OM: $3,234
466DM23SA	Dell 466/M 8/230 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,190	OM: $2,999
466DM33SA	Dell 466/M 8/330 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,490	OM: $3,281
466DM70SA	Dell 466/M 8/700 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$4,090	OM: $3,845
	UPGRADES		
310-2217A	Dell Performance 101 Kbd Upgrade (req. CPU purchase)	$29	OM: $27
340-4932A	Dell 128K Cache f/486/M	$100	GSA: $91
	MAY ONLY CHOOSE ONE UPGRADE OPTION		
310-3360A	Dell 4MB SIMM/Qty 1 f/all Dell 486/L/M/T	$199	GSA: $181
310-3361A	Dell 8MB Kit/Qty 2-4MB SIMMs f/all Dell 486/L/M/T	$399	GSA: $363
310-3362A	Dell16MB SIMM/Qty 1 f/all Dell 486/L/M/T	$799	GSA: $727
310-3363A	Dell 32MB Kit/Qty 2-16MB SIMMs f/all Dell 486/L/M/T	$1,499	GSA: $1,364
	MAY ONLY CHOOSE ONE NETWORK CARD OPTION		
430-2112A	SMC NIC ENet/10BaseT/Thick/Thin f/16-bit ISA	$169	GSA: $177
430-2108A	IBM NIC TRing/16/4 f/8-bit ISA	$535	OM: $423
	MAY ONLY CHOOSE ONE MODEM/FAX OPTION		
310-2197A	Dell 2400B Modem/Int f/8-bit ISA w/SW (3.5)	$59	OM: $55
310-2178A	Dell 2400/9600 FAX Modem/Int f/8-bit ISA w/SW (3.5)	$79	OM: $74
310-2218A	MultiTech 14.4KB Modem/Int f/8-bit ISA w/SW (both)	$469	OM: $441

FMI PART#	DESCRIPTION	Retail Price	Falcon Price
	MAY ONLY CHOOSE ONE MONITOR OPTION		
320-3386A	Dell 1024i 14"/Color f/VGA,SVGA w/Cbl, Tilt Swvl	$299	GSA: $272
320-3382A	Dell Ultrascan 17FS 17"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$999	GSA: $909
320-3383A	Dell Ultrascan 21FS 21"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$1,899	GSA: $1,728
320-3379A	Dell Ultrascan 14LR 14"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$499	OM: $469
320-3380A	Dell Ultrascan 15LR 15"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$599	OM: $563
	MAY ONLY CHOOSE ONE SECOND HARD DRIVE OPTION (IDE & IDE MUST MATCH, ETC)		
340-4169A	Dell 80MB HD/IDE/Int f/Dell 486/M Use as 2nd Drive Only	$229	GSA: $208
340-4678A	Dell 120MB HD/IDE/Int f/Dell 486/M Use as 2nd Drive Only	$279	GSA: $254
340-5079A	Dell 170MB HD/IDE/Int f/Dell 486/M Use as 2nd Drive Only	$379	GSA: $299
340-5070A	Dell 230MB HD/IDE/Int f/Dell 486/M Use as 2nd Drive Only	$479	GSA: $390
340-4056A	Dell 320MB HD/IDE/Int f/Dell 486/M Use as 2nd Drive Only	$679	GSA: $618
340-4570A	Dell 500MB HD/IDE/Int f/Dell 486/M Use as 2nd Drive Only	$1,029	GSA: $936
340-4734A	Dell 230MB HD/SCSI/Int f/Dell 486/M Use as 2nd Drive Only	$529	GSA: $481
340-4760A	Dell 330MB HD/SCSI/Int f/Dell 486/M Use as 2nd Drive Only	$829	OM: $779
340-5056A	Dell 700MB HD/SCSI/Int f/Dell 486/M Use as 2nd Drive Only	$1,429	OM: $1,343
	MAY HAVE UP TO 2 ADDITIONAL INTERNAL DEVICES (SECOND SCSI DEVICE WILL NOT NEED SEPARATE CONTROLLER)		
340-2003A	Dell 40/120MB Tape/Int f/all 486/M/ME/SE w/Adapter	$200	GSA: $182
340-2005A	Dell 150/250MB Tape/Int f/all 486/M/ME/SE w/Adapter	$699	GSA: $636
340-4397A	Dell 320/525MB Tape/Int f/all 486/M/ME/SE req. Controller	$799	GSA: $727
420-1024A	SYTOS+ SW f/DOS,Dell 320/525MB Tape Drive Only (both)	$75	GSA: $68
340-4584A	Dell 2/4GB DAT/Int f/all 486/M/ME/SE req. Controller	$2,199	GSA: $2,001
420-6000A	SYTOS+ SW f/DOS,Dell 2/4GB DAT Drive Only (both)	$99	OM: $93
340-4630A	Dell CD ROM/Int f/all 486/M/ME/SE req. Controller	$499	GSA: $454
340-4319A	Dell 1542B SCSI Bootable Controller f/all 486/M,8-bit ISA	$250	GSA: $228
340-1155A	Dell Prog. I/O SCSI Controller f/all 486/M,8-bit ISA	$100	GSA: $91
	EXTERNAL DEVICES		
340-2004A	Dell 40/120MB Tape/Ext f/all ISA or EISA Dell CPU's w/Adapter	$349	GSA: $318
340-4448A	Dell 150/250MB Tape/Ext f/all ISA or EISA Dell CPU's w/Adapt.	$899	GSA: $818
	SMC,COMBO,16BIT ENET,PROM(NOVELL)FACT	$235	
	NOTE: 340-4397,4584 & 4630 MUST INCL 340-4327,1156 OR 4707 CTLR		
	NOTE: 420-1024 or 6000 IS A RECOMMENDED OPTION (USES THE CAPABILITY OF THE DRIVE)		

486/L - CATEGORY "A"

i486 base which includes 4MB of RAM, combo,DOS,WIN,Mouse drive, 1MB video memory, DOS/WINDOWS/MOUSE, and choice of processor and hard drive two external/one internal drive bay and three expansion slots

425SL120A	Dell 425S/L 4/120 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$1,340	OM: $1,260
425SL170A	Dell 425S/L 4/170 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$1,390	OM: $1,307
425SL230A	Dell 425S/L 4/230 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$1,490	OM: $1,401
433DL170A	Dell 433/L 4/170 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$1,790	OM: $1,683
433DL230A	Dell 433/L 4/230 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$1,890	OM: $2,106
433DL320A	Dell 433/L 4/320 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,040	OM: $1,918
433DL230A	Dell 433/L 4/230 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,240	OM: $2,106
433DL33SA	Dell 433/L 4/330 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,540	OM: $2,388
450DL230A	Dell 450/L 4/230 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,090	OM: $1,965
450DL320A	Dell 450/L 4/320 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,240	OM: $2,106
450DL500A	Dell 450/L 4/500 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,690	OM: $2,529
450DL23SA	Dell 450/L 4/230 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,440	OM: $2,294
450DL33SA	Dell 450/L 4/330 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,740	OM: $2,576
466DL230A	Dell 466/L 4/230 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,390	OM: $2,247
466DL320A	Dell 466/L 4/320 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,540	OM: $2,388
466DL500A	Dell 466/L 4/500 IDE/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,990	OM: $2,811
466DL23SA	Dell 466/L 4/230 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$2,740	OM: $2,576
466DL33SA	Dell 466/L 4/330 SCSI/1V w/Kbd,1.4-1.2(combo),DOS,WIN,Mouse	$3,040	OM: $2,858
	UPGRADES		
310-2217A	Dell Performance 101 Kbd Upgrade (req. CPU purchase)	$29	OM: $27
340-4930A	Dell 128K Cache f/486/L	$100	GSA: $91
	MAY ONLY CHOOSE ONE UPGRADE OPTION		
310-3360A	Dell 4MB SIMM/Qty 1 f/all Dell 486/L/M/T	$199	GSA: $181
310-3361A	Dell 8MB Kit/Qty 2-4MB SIMMs f/all Dell 486/L/M/T	$399	GSA: $363
310-3362A	Dell16MB SIMM/Qty 1 f/all Dell 486/L/M/T	$799	GSA: $727
310-3363A	Dell 32MB Kit/Qty 2-16MB SIMMs f/all Dell 486/L/M/T	$1,499	GSA: $1,364

FMI PART#	DESCRIPTION	Retail Price	Falcon Price
	MAY ONLY CHOOSE ONE NETWORK CARD OPTION		
430-2112A	SMC NIC ENet/10BaseT/Thick/Thin f/16-bit ISA	$169	GSA: $177
430-2108A	IBM NIC TRing/16/4 f/8-bit ISA	$450	OM: $423
	MAY ONLY CHOOSE ONE MODEM/FAX OPTION		
310-2197A	Dell 2400B Modem/Int f/8-bit ISA w/SW (3.5)	$59	OM: $55
310-2178A	Dell 2400/9600 FAX Modem/Int f/8-bit ISA w/SW (3.5)	$79	OM: $74
310-2218A	MultiTech 14.4KB Modem/Int f/8-bit ISA w/SW (both)	$469	OM: $441
	MAY ONLY CHOOSE ONE MONITOR OPTION		
320-3386A	Dell 1024i 14"/Color f/VGA,SVGA w/Cbl, Tilt Swvl	$299	GSA: $272
320-3382A	Dell Ultrascan 17FS 17"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$999	GSA: $909
320-3383A	Dell Ultrascan 21FS 21"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$1,899	GSA: $1,728
320-3379A	Dell Ultrascan 14LR 14"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$499	OM: $469
320-3380A	Dell Ultrascan 15LR 15"/Color f/VGA,SVGA w/Cbl,Tilt Swvl	$599	OM: $563
320-3394A	512K VIDEO MEM, 486/L/T,FACT	$50	GSA: $46
	MAY HAVE ONE ADDITIONAL INTERNAL DEVICE		
340-4901A	Dell 40/120MB Tape/Int f/all 486/L w/ Adapter	$200	GSA: $182
340-4918A	Dell 150/250MB Tape/Int f/all 486/L w/Adapter	$699	GSA: $636
340-4919A	Dell 320/525MB Tape/Int f/all 486/L req. Controller	$799	OM: $751
420-1024A	SYTOS+ SW f/DOS,Dell 320/525MB Tape Drive Only (both)	$75	GSA: $68
340-4921A	Dell 2/4GB DAT/Int f/all 486/L req. Controller	$2,199	OM: $2,067
420-6000A	SYTOS+ SW f/DOS,Dell 2/4GB DAT Drive Only (both)	$99	OM: $93
340-4902A	Dell CD ROM/Int f/all 486/L req. Controller	$499	OM: $469
340-5004A	Dell Prog. I/O SCSI Controller f/all 486/L,8-bit ISA	$100	GSA: $91
340-4920A	Dell 1542B SCSI Bootable Controller f/all 486/L,8-bit ISA	$250	OM: $235
	NOTE: 340-4919,4921 & 4902 MUST INCL 340-5004 OR 4920 CTLR		
	NOTE: 420-1024 or 6000 IS A RECOMMENDED OPTION (USES THE CAPABILITY OF THE DRIVE)		

Falcon Part #	Product Name	Retail Price	Falcon Price
	ACIUS		
1634-572	4 D Runtime 1-pack US version	$195	GSA: $162
1636-058	4D Calc Runtime	$125	GSA: $104
1634-548	4D Calc, US Version	$295	GSA: $210
1634-545	4D Compiler, US Version	$1,000	GSA: $830
1636-060	4D Draw Runtime	$125	GSA: $104
1636-059	4D Draw, US version	$295	GSA: $210
1634-544	4D External kit, US Version	$250	GSA: $237
1636-062	4D Graph Runtime	$125	GSA: $104
1636-061	4D Graph, US Version	$295	GSA: $210
1635-033	4D Mover, US Version	$200	GSA: $178
1634-403	4D Runtime 4-pack US Version	$595	GSA: $423
1636-064	4D Write Runtime	$125	GSA: $104
1635-031	4D Write, US Version	$295	GSA: $210
1635-034	4d XREF, US Version	$200	GSA: $178
1635-879	4th Dimension, US Version 3.0	$895	GSA: $583
1636-063	Object Master, US Version	$395	GSA: $328
	ADOBE		
	Fonts		
1634-382	#1 - Palatino	$185	GSA: $109
1634-389	#10 - ITC American Typewriter	$275	GSA: $169
1634-779	#100 - Adobe Garamond	$275	GSA: $162
1634-058	#101 Adobe Garamond Expert Collection	$185	GSA: $109
1634-037	#102 - Candida	$145	GSA: $86
1634-002	#103 - Franklin Gothic No. 2	$145	GSA: $86
1632-082	#104 - Utopia	$275	GSA: $162
1632-078	#105 - Utopia Expert Collection	$185	GSA: $109
1634-128	#106 ITC Berkeley Oldstyle	$370	GSA: $218
1699-061	#107 - Antique Olive 2	$185	GSA: $109
1699-063	#108 Parisian, Umbra	$145	GSA: $86
1699-143	#109 - Mistral / Reporter	$145	GSA: $86
1634-390	#11- ITC Benguiat / ITC Friz Quadrata	$185	GSA: $114
1699-064	#110 - Nuptial / Cascade / Medici	$145	GSA: $86
1699-065	#111 Bauer Bodoni 2	$185	GSA: $109
1699-066	#112 - Meridien	$275	GSA: $162
1699-067	#113 - Copperplate Gothic	$370	GSA: $218
1699-068	#114 - ITC Novarese	$275	GSA: $162
1699-069	#115 Kunstler Script	$145	GSA: $86
1699-144	#116 Industriak, Arcadia, Insignia	$185	GSA: $114
1699-145	#117 ITC Souvenier 2	$185	GSA: $109
1634-588	#118 - Bodoni 2	$185	GSA: $109
1635-173	#119 - Russell Square!	$145	GSA: $86
1634-391	#12- Glypha	$185	GSA: $114
1634-000	#120 - Trajan / Charlemagne	$185	GSA: $109
1225-106	#121 - Lithos	$185	GSA: $109
1634-778	#122 Adobe Wood Type1: Ironwood, Juniper, Cottonwood, Mesquite, Ponderosa, Ornaments One	$185	GSA: $109
1634-147	#123 - Tekton	$185	GSA: $109
1699-115	#124 ITC Avent Garde Gothic Condensed	$185	GSA: $109
1226-108	#125 Stempel Schneidler	$370	GSA: $228
1225-109	#126 - Trade Gothic	$370	GSA: $218
1225-110	#127 - Trade Gothic Condensed	$185	GSA: $109
1225-111	#128 - Raleigh	$185	GSA: $109
1225-112	#129 - Minister	$370	GSA: $218
1634-211	#13 - Helvetica Light / Black	$185	GSA: $114
1225-113	#130 - Eurostile 2	$185	GSA: $109
1225-114	#131 - ITC Weidemann	$370	GSA: $218
1225-115	#132 - ITC Quorum	$185	GSA: $109
1225-116	#133 - TSI Caxton	$275	GSA: $162
1225-117	#134 - Syntax	$185	GSA: $109
1225-118	#135 Doric Bold, Maximus	$145	GSA: $86
1634-875	#136 - Shelley	$145	GSA: $86
1225-119	#137 - Neuzeit S	$145	GSA: $86
1225-120	#138 - Versailles	$370	GSA: $218
1225-121	#139 - ITC Garamond Condensed	$370	GSA: $218
1634-324	#14 - Helvetica Condensed	$370	GSA: $218
1225-122	#140 - ITC Cheltenham 2	$185	GSA: $109
1225-123	#141 - ITC Century	$370	GSA: $218
1225-124	#142 - ITC Century Condensed	$370	GSA: $218
1225-125	#143 - Minion	$370	GSA: $218
1225-126	#144 Minion Expert Collection	$275	GSA: $162
1225-127	#145 - Times New Roman	$185	GSA: $109
1225-128	#146 - ITC Bookman 2	$185	GSA: $109
1225-129	#147 - Snell Roundhand	$145	GSA: $86
1225-130	#148 - Simoncini Garamond	$145	GSA: $86
1225-131	#149 Banco, Charme, Flyer black condensed, Flyer Extra Black Condensed, Wilhelm Klingspor Gottisch	$185	GSA: $114
1634-392	#15 - Trump Mediaeval	$185	GSA: $114
1225-132	#150 - ITC Garamond 2	$185	GSA: $109
1225-133	#151 - Rockwell 1	$275	GSA: $162
1225-134	#152 - Gill Sans 1	$275	GSA: $162
1225-135	#153 - Serpentine	$275	GSA: $162
1225-136	#154 - Lucida Math	$145	GSA: $86
1635-174	#155 - European, Border Pi	$185	GSA: $109
1225-137	#156 - Bundesbahn Pi	$145	GSA: $86
1635-175	#157 - ITC Caslon 224	$370	GSA: $218
1635-176	#158 - Mathematical Pi	$275	GSA: $162
1635-177	#159 - ITC Leawood	$370	GSA: $218
1634-393	#16 - Melior	$185	GSA: $114
1635-178	#160 Adobe Wood Type2: Birch, Blackoak, Madrone, Poplar, Willow, Ornaments Two	$185	GSA: $109
1635-179	#161 - Bembo	$185	GSA: $109
1635-180	#162 - Gill Sans 2	$185	GSA: $109
1635-181	#163 - Rockwell 2	$145	GSA: $86
1635-182	#164 - Glypha 2	$275	GSA: $162
1635-183	#165 - ITC Zapf Chancery Family	$275	GSA: $162
1635-184	#166 - ITC Usherwood	$370	GSA: $218
1635-185	#167 - ITC Symbol	$370	GSA: $218
1635-186	#168 - Univers Extended	$370	GSA: $218
1635-187	#169 - Olympian	$185	GSA: $109
1634-394	#17 - ITC Galliard	$185	GSA: $114
1635-188	#170 - ITC Cushing	$370	GSA: $218
1635-189	#171 - Cheq	$49	GSA: $29
1635-011	#172 Sasson Primary	$95	GSA: $59
1635-191	#173 - ITC Fenice	$370	GSA: $218
1635-192	#174 - ITC Cheltenham Condensed	$370	GSA: $218
1635-193	#175 - Helvetica Rounded	$275	GSA: $162
1635-194	#176 DIN Schriften: DIN Mittelschrift, DIN Engschrift, DIN Neuzeit Grotesk Light, DIN Neuzeit Grotesk Bold Condensed	$185	GSA: $109
1635-195	#177 Spartan Classified	$145	GSA: $86
1635-196	#178 - ITC Benguiat Gothic	$370	GSA: $218
1635-197	#179 - Times Semibold	$145	GSA: $86
1635-198	#180 - Adobe Caslon	$275	GSA: $162
1635-199	#181 Adobe Caslon Expert Collection	$275	GSA: $162
1635-200	#182 - Helvetica Neue Extended 1	$185	GSA: $109
1635-201	#183 - Helvetica Neue Extended 2	$275	GSA: $162
1635-202	#184 - Helvetica Neue Extended 3	$275	GSA: $162
1635-203	#185 - Shannon	$185	GSA: $109
1635-204	#186 - Bembo 2	$185	GSA: $109
1635-205	#187 - Garth Graphic	$370	GSA: $218
1635-206	#188 - Helvetica Neue Condensed 1	$275	GSA: $162
1635-207	#189 - Helvetica Neue Condensed 2	$275	GSA: $162
1634-131	#19 - ITC Korinna	$185	GSA: $114
1635-208	#190 - Helvetica Neue Condensed 3	$275	GSA: $162
1635-209	#191 - Univers Ultra Condensed	$185	GSA: $109
1635-210	#192 - ITC Galliard 2	$185	GSA: $109
1635-211	#193 Garamond 3: SC&OSF	$185	GSA: $109
1635-212	#194 Times: SC&OSF	$185	GSA: $109
1635-635	#195 Type Before Gutenberg 1	$145	GSA: $89

Product Listings By Vendor

Falcon Part #	Product Name	Retail Price	Falcon Price
1635-214	#196 Times Ten: SC&OSF	$185	GSA: $109
1635-215	#197 Sabon: SC&OSF	$185	GSA: $109
1635-216	#198 Berthold Walbaum: SC&OSF	$185	GSA: $109
1635-217	#199 Bauer Bodoni: SC&OSF	$185	GSA: $109
1634-383	#2 - ITC Bookman	$185	GSA: $114
1634-130	#20 - Goudy Old Style	$185	GSA: $114
1635-218	#200 - ITC Machine	$145	GSA: $86
1635-219	#201 - Agfa Rotis Serif/Semiserif	$185	GSA: $109
1635-257	#202 - Agfa Rotis Semisans	$275	GSA: $162
1635-258	#203 - Agfa Rotis Sans Serif	$275	GSA: $162
1635-222	#204 Janson Text: SC&OSF	$185	GSA: $109
1635-223	#205 - Granjon	$145	GSA: $86
1635-224	#206 Linotype Centennial: SC&OSF	$370	GSA: $218
1635-225	#207 Plantin 1	$185	GSA: $109
1635-226	#208 - Times Europa	$185	GSA: $109
1635-227	#209 Granjon: SC&OSF	$145	GSA: $86
1634-132	#21 - Sonata	$95	GSA: $59
1635-228	#210 Trump Mediaeval: SC&OSF	$185	GSA: $109
1635-229	#211 - Baker Signet, Impact	$145	GSA: $86
1635-230	#212 - ITC Avant Garde 2	$275	GSA: $162
1635-231	#213 Palatino: SC&OSF	$185	GSA: $109
1635-232	#214 New Caledonia: SC&OSF	$185	GSA: $109
1635-233	#215 - Perpetua 1	$185	GSA: $109
1635-234	#216 PMN Caeceila	$370	GSA: $218
1635-235	#217 - Berthold Imago	$370	GSA: $218
1635-236	#218 Berthold Formata	$370	GSA: $218
1635-237	#219 Berthold Nofret	$370	GSA: $218
1634-325	#22 - Century Old Style	$145	GSA: $89
1635-238	#220 - Plantin 2	$185	GSA: $109
1635-244	#226 - ITC New Baskerville: SC & OSF	$185	GSA: $109
1634-133	#23 - ITC Franklin Gothic	$275	GSA: $170
1634-326	#24 - ITC Cheltenham	$185	GSA: $102
1634-134	#25 - Park Avenue	$95	GSA: $59
1634-135	#26 - Bodoni	$185	GSA: $114
1634-212	#27 - Letter Gothic	$185	GSA: $114
1634-329	#28 - Prestige Elite	$185	GSA: $114
1634-136	#29 - Orator	$145	GSA: $89
1634-384	#3 ITC Zapf Chancery, ITC Zapf Dingbats	$145	GSA: $86
1634-137	#30 - News Gothic	$185	GSA: $102
1634-138	#31 - ITC Tiffany	$275	GSA: $169
1634-139	#32 - Cooper Black	$145	GSA: $89
1634-195	#33 - Stencil / Hobo / Brushscript	$145	GSA: $89
1634-196	#34 Aachen, Revue, University Roman, Freestyle Script	$185	GSA: $109
1634-369	#35 - Carta	$95	GSA: $56
1634-782	#36 - Lucida	$185	GSA: $109
1645-052	#37 - Univers	$370	GSA: $218
1645-053	#38 - Univers Condensed	$275	GSA: $162
1634-783	#39 - Futura 1	$275	GSA: $162
1634-385	#4 - ITC Avant Garde Gothic	$185	GSA: $109
1634-721	#40 ITC Stone Serif	$275	GSA: $162
1634-722	#41 ITC Stone Sans	$275	GSA: $162
1634-784	#42 ITC Stone Informal	$275	GSA: $162
1634-785	#43 - Corona	$145	GSA: $86
1634-786	#44 - Eurostile	$275	GSA: $162
1634-787	#45 - Excelsior	$145	GSA: $86
1634-788	#46 - Futura 2	$275	GSA: $162
1634-789	#47 - Futura Condensed	$370	GSA: $218
1634-790	#48 - Lucida Sans	$185	GSA: $109
1634-791	#49 - Memphis	$370	GSA: $218
1634-386	#5 - New Century Schoolbook	$185	GSA: $109
1634-792	#50 - Helvetica Compressed	$145	GSA: $86
1634-793	#51 - Italia	$145	GSA: $86
1634-794	#52 - Belwe	$185	GSA: $109
1634-795	#53 - Caslon 3, Caslon 540	$185	GSA: $109
1634-747	#54 - Goudy 2	$145	GSA: $86

Falcon Part #	Product Name	Retail Price	Falcon Price
1634-796	#55 - Janson Text 55, Janson Text 75	$185	GSA: $109
1634-739	#56 - ITC Eras	$275	GSA: $162
1634-797	#57 - ITC Kabel	$185	GSA: $109
1634-798	#58 - OCR A&B, MICR	$145	GSA: $86
1634-799	#59 Helvetica 1 (25,95)	$185	GSA: $109
1634-321	#6 - Optima	$185	GSA: $114
1634-736	#60 Helvetica 2 (35,55,75)	$275	GSA: $162
1634-737	#61 Helvetica 3 (45,65,85)	$275	GSA: $162
1634-738	#62 - Times Ten	$185	GSA: $109
1634-800	#63 - Kaufmann	$145	GSA: $86
1634-746	#64 - Clarendon	$145	GSA: $86
1634-801	#65 - Peignot	$145	GSA: $86
1634-802	#66 - New Caledonia	$370	GSA: $218
1634-761	#67 - ITC Clearface	$370	GSA: $218
1634-803	#68 - Americana	$185	GSA: $109
1634-804	#69 - ITC Serif Gothic	$275	GSA: $162
1634-322	#7 - ITC Souvenir	$185	GSA: $114
1634-805	#70 - Century Expanded	$145	GSA: $86
1634-806	#71 - Serifa	$275	GSA: $162
1634-807	#72 - Caslon Open Face	$95	GSA: $56
1634-808	#73 - Frutiger	$370	GSA: $218
1634-809	#74 - Linotype Centennial	$370	GSA: $218
1634-810	#75 - Stempel Garamond	$185	GSA: $109
1634-811	#76 - Weiss $185.00	$185	GSA: $109
1634-812	#77 - Garamond No. 3	$185	GSA: $109
1634-813	#78 Universal News+Commercial Pi	$145	GSA: $86
1634-814	#79 - Avenir 1	$275	GSA: $162
1634-387	#8 - ITC Lubalin Graph	$185	GSA: $114
1634-815	#80 - Avenir 2	$275	GSA: $162
1634-816	#81 Berthold Walbaum Book - 6 Faces	$275	GSA: $162
1634-817	#82 - Antique Olive	$185	GSA: $109
1634-818	#83 - Life	$145	GSA: $86
1699-090	#84 - Concorde	$185	GSA: $109
1699-091	#85 - Gothic 13 / Tempo Heavy	$145	GSA: $86
1699-092	#86 - Cochin	$185	GSA: $109
1699-093	#87 ITC Bauhaus	$185	GSA: $109
1699-094	#88 - Sabon	$185	GSA: $109
1699-095	#89 - Hiroshige	$370	GSA: $218
1634-388	#9 - ITC Garamond	$185	GSA: $114
1699-096	#90 Arnold Bocklin, Fette Fraktur, Helvetica Inserat, Present Script	$185	GSA: $109
1699-097	#91 - Dom Casual	$145	GSA: $86
1699-098	#92 - Post Antiqua	$145	GSA: $86
1699-099	#93 - Folio	$185	GSA: $109
1699-100	#94 - Linoscript / Linotext	$145	GSA: $86
1699-101	#95 - VAG Rounded	$185	GSA: $109
1699-102	#96 - Berthold Akzidenz Grotesk	$370	GSA: $218
1699-103	#97 - Impressum	$145	GSA: $86
1699-104	#98 - Bauer Bodoni	$185	GSA: $109
1632-084	#99 - New Aster	$370	GSA: $218
1635-607	Type On Call Version 2.0 - CD Rom Disk	$99	GSA: $61
	Patterns & Symbols		
1624-744	Collectors Edition: Patterns & Textures	$225	GSA: $133
1634-496	Collectors Edition: Symbols, Borders & Letterforms	$125	GSA: $77
	Applications		
1632-102	Adobe Illustrator 3.2 - Mac	$595	GSA: $350
1634-129	Adobe Photoshop 2.5 - Mac	$895	GSA: $528
1401-184	Adobe Premiere 2.0 - Mac	$695	GSA: $428
1635-900	Adobe Premiere 2.0 Upgrade - Mac	$149	GSA: $141
1634-780	Adobe Streamline 2.0 - Mac	$195	GSA: $115
1634-145	Adobe Type Align 1.0.5 - Mac	$99	GSA: $57
1634-054	Adobe Type Manager 2.0.3 - Mac	$99	GSA: $57
1634-612	Adobe Type Reunion - Mac Version 1.0.2	$65	GSA: $37

Falcon Part #	Product Name	Retail Price	Falcon Price
	AEC		
1634-470	AEC Information Manager - MAC	$695	GSA: $288
1635-168	FastTrack Resource	$249	GSA: $103
1635-573	FastTrack Schedule	$279	GSA: $116
	AG GROUP		
	Networking		
1635-147	LocalPeek Local Talk analysis software	$495	GSA: $381
1645-760	EtherPeek Ethernet analysis software	$795	GSA: $612
1635-105	Net Watchman Dynamic AppleTalk Monitor	$295	GSA: $227
1635-358	NetPatrol Pack 1	$1,395	GSA: $1,074
1635-359	NetPatrol Pack 2	$695	GSA: $535
1635-360	NetPatrol Pack 3	$995	GSA: $766
	AGFA		
	Film Recorders		
1345-057	ChromaScript II RIP by Agfa	$18,750	GSA: $15,998
1345-059	MVP Star - 16 Interface by Agfa (Matrix)	$1,500	GSA: $1,280
1345-061	PCR II Film Recorder	$14,000	GSA: $11,945
1345-058	ProColor: Premier Film Recorder by Agfa	$7,500	GSA: $6,399
	Scanners		
1225-548	Focus Color Flatbed Scanner	$6,995	GSA: $5,636
1345-060	Focus Color Transparency Module Accesory	$1,500	GSA: $1,209
1404-041	Horizon Flatbed scanner	$22,500	GSA: $20,797
1225-564	McView Color Software	$495	GSA: $398
	ALDUS		
1635-858	Aldus Fetch 1.0 (3.5" 1.44Mb Build)	$295	OM: $179
1635-859	Aldus Fetch 1.0 10 Pack	$1,995	OM: $1,200
1635-608	Freehand 3.1 (5.25" 1.2 Mb Build) (Windows)	$595	OM: $356
1635-609	Freehand 3.1 (3.5" 1.44 Mb HD Build) (Windows)	$595	OM: $356
1635-477	Freehand 3.11 (30 day money back guarantee)	$595	OM: $356
1635-396	Freehand3.x License Pack	$475	OM: $284
1635-403	Gallery Effects Volume1: Classic Art	$199	OM: $119
1635-613	Gallery Effects Volume1: Classic Art (Windows)	$199	OM: $119
1635-597	IntelliDraw 1.0 (Mac)	$299	OM: $199
1635-598	IntelliDraw 1.0 (3 1/2" 720K Build) Windows	$299	OM: $199
1699-272	PageMaker (3 1/2" (720K) build) (Windows)	$795	OM: $468
1634-007	PageMaker 4.0 (Windows) (5 1/4" High Density (1.2 MB) build)	$795	OM: $468
1634-396	PageMaker 4.2 (30 day money back guarantee)	$795	OM: $460
1635-394	PageMaker 4.x License Pack	$635	OM: $381
1635-395	PageMaker 4.x (Windows) License Pack	$635	OM: $380
1635-610	PageMaker Database Edition Dual Build (Windows)	$995	OM: $620
1635-611	PageMaker Database Edition Supplement (Windows)	$199	OM: $125
1634-517	Personal Press 2.0	$199	OM: $119
1635-400	Persuasion (Windows) (3 1/2" Build 1.44Mb)	$495	OM: $297
1635-399	Persuasion 2.1 (Windows) (5 1/4")	$495	OM: $297
1634-726	Persuasion 2.12 (30 day money back guarantee)	$495	OM: $295
1635-398	Persuasion 2.x License Pack	$395	OM: $237
1635-401	Persuasion 2.x (Windows) License Pack	$395	OM: $237
1635-612	Photostyler Dual Build (Windows)	$795	OM: $496
1225-145	PrePrint1.5.1	$495	OM: $297
1645-142	SuperCard 1.6	$299	OM: $179
1634-072	SuperPaint 3.0 (30 day money back guarantee)	$199	OM: $119
	ASANTE		
	Cables		
5400-045	EN/SCPB Cable SCSI cable with HDI-30 and DB-25 connectors for PowerBooks	$69	GSA: $50
	DOS Board		
5000-241	EtherPaC 2101 for PC MCA	$279	GSA: $196
5000-240	EtherPaC 2102 For PC MCA	$279	GSA: $196
5000-242	EtherPaC BR20 For ISA & MCA	$39	GSA: $26

Falcon Part #	Product Name	Retail Price	Falcon Price
	Hubs		
1225-313	10Base-T Hub /12, Thick & Thin ports	$739	GSA: $506
5000-051	10BaseT Hub w/8 10BaseT, Thin port	$369	GSA: $261
5000-269	AH1703 AH 1012 & Asante View/Windows 2.0, Out-of-Band	$1,499	GSA: $978
5000-270	AH1705 AH 1012 & AsanteView/Windows 2.0, In-Band & Out-of-Band	$1,999	GSA: $1,304
5000-271	AH1707 AsanteView/Windows 2.0 Software, In-Band & Out-of-Band	$999	GSA: $652
5000-272	AH1904 AsanteView software only/Windows 2.0, Out-of-Band	$399	GSA: $261
5000-246	AsanteHub 1012 & AsanteView/Mac 2.0, OOB	$1,499	GSA: $949
5000-247	AsanteHub 1012 & AsanteView/Mac 2.0, OOB,1 SNMP/1 card agent	$1,999	GSA: $1,265
5000-244	AsanteHub 12-port Smart Hub	$1,299	GSA: $822
5000-245	AsanteHub 12-Port Smart Hub with SNMP Module	$1,499	GSA: $949
5000-253	AsanteView/ Mac , OOB	$399	GSA: $253
5000-248	AsanteView/Mac Software, IB & OOB	$999	GSA: $632
5000-252	SNMP Card Agent for Mac (12 pack)	$199	GSA: $126
5000-249	SNMP Module for AsanteHub 1012	$399	GSA: $253
	Networking		
5000-265	FNIITK-INT For Mac II's, FriendlyNet/Thick, 16K	$329	GSA: $214
	NIC/Ethernet/Mac		
5000-034	MacCon+ IIET series, Thick/10BaseT, 64K option (For Mac II 's) (Nubus)	$229	GSA: $157
5000-113	(For IIsi & SE/30) FriendlyNet/10T, 16K, FPU Socket, SuperMac	$349	GSA: $240
5000-112	(For IIsi & SE/30) FriendlyNet/Thin, 16K, FPU Socket , SuperMac	$349	GSA: $240
5000-115	(For IIsi) FriendlyNet/10T, 16K, FPU chip, SuperMac	$489	GSA: $335
5000-114	(For IIsi) FriendlyNet/Thin, 16K, FPU chip, SuperMac	$489	GSA: $335
5000-221	(For IIsi) MacCon 3 series, Thick/Thin/10T, 64K, FPU chip	$439	GSA: $304
5000-119	(For IIsi) MacCon+30iE series, Thick/Thin, 64K, FPU chip	$369	GSA: $253
5000-220	(For IIsi) MacCon+30iET series,Thick/10T, 64K, FPU chip	$369	GSA: $253
5000-226	(For LC & LCII) MacCon+LC, Thin/10BaseT, FPU Chip	$439	GSA: $304
5000-116	(For Mac II family - Nubus) FriendlyNet/10T, 16K	$299	GSA: $208
5000-117	(For Mac II family - Nubus) FriendlyNet/Thin, 16K	$299	GSA: $208
1225-314	10T MAU	$119	GSA: $82
1225-372	FN10TA 10BaseT FriendlyNet Media Adapter	$99	GSA: $71
5000-266	FNIISITK For IIsi & SE/30, FriendlyNet/Thick, 16K, FPU Socket	$349	GSA: $248
5000-267	FNIISITKMC For IIsi, FriendlyNet/Thick, 16K, FPU Chip, SuperMac	$489	GSA: $345
5000-236	FNLC10TMCII for LC & LCII, FriendlyNet/10BaseT, FPU Chip	$439	GSA: $313
5000-231	FNLCTKII for LC & LCII, FriendlyNet/Thick, 16K,	$299	GSA: $214
5000-232	FNLCTKMCII for LC & LCII, FriendlyNet/Thick, FPU Chip	$439	GSA: $313
5000-262	FNTKA Thick FriendlyNet Media Adapter	$99	GSA: $71
1225-370	Friendly Net Adapter - Thin	$99	GSA: $69
5000-233	Friendly Net LC	$299	GSA: $208
5000-235	FriendlyNet/ LCII - 10BaseT, FPU Socket,(For LC & LCII)	$299	GSA: $208
5000-234	FriendlyNet/Thin, FPU Chip For LC & LCII	$439	GSA: $304
5000-107	MacCon 3 for Mac SE , Thick/Thin/10BaseT, 32k option	$299	GSA: $208
5000-108	MacCon III Family Ethernet Card for IIsi & SE/30	$299	GSA: $208
5000-106	MacCon III Family Ethernet Card for the Mac II	$299	GSA: $208
1225-366	MacCon+ 30iE64 for IIsi ,SE/30	$229	GSA: $157
1225-373	MacCon+ 30iET64 for IIsi,SE/30	$229	GSA: $157
5000-039	MacCon+ IIE series, Thick/Thin, 64K option	$229	GSA: $157
5000-102	MacCon+ SEE (for Mac SE), Thick/Thin, 32K	$229	GSA: $158
1225-311	MacCon+ SEET Thick, 10BaseT, 32 K	$229	GSA: $158
5000-225	MC+LCII FOR LC & LC II, THIN,10BaseT, FPU Socket	$299	GSA: $208
5000-229	MCLC10TII for LC & LCII, 10BaseT, FPU Socket	$229	GSA: $162
5000-230	MCLC10TMCII for LC & LCII, 10BaseT, FPU Chip	$369	GSA: $261
5000-227	MCLCTNII For LC & LCII, Thin, FPU Socket	$229	GSA: $162
5000-228	MCLCTNMCII for LC & LCII, Thin, FPU Chip	$369	GSA: $261

Product Listings By Vendor

Falcon Part #	Product Name	Retail Price	Falcon Price
	NIC/Ethernet/PC		
5000-239	EtherPaC 2001 for PC ISA/AT	$189	GSA: $130
5000-238	EtherPaC 2003 For PC ISA/AT	$229	GSA: $162
	NIC/Ethernet/Printer		
5000-273	AP1001 AsantePrint, Thick/10BaseT	$509	GSA: $358
5000-264	AP1002 AsantePrint, Thick/Thin	$509	GSA: $358
	NIC/Ethernet/SCSI		
1225-375	EN/SC (not for the powerbook!)	$459	GSA: $316
5000-268	EN/SC10T SCSI Ethernet, 10BaseT	$369	GSA: $261
5000-109	EN/SC10TPB SCSI Ethernet for PowerBooks, 10BaseT	$419	GSA: $293
5000-224	EN/SCPB SCSI Ethernet for PowerBooks, Thick/Thin/10BaseT	$499	GSA: $358
	NIC/Token Ring/Mac		
5000-257	MacRing 4/16 Mbps Token Ring card for IIsi	$599	GSA: $391
5000-261	MR/LC MacRing 4/16 Mbps Token Ring card	$599	GSA: $391
5000-256	MR/NB MacRing 4/16 Mbps Token Ring Card	$739	GSA: $521
5000-263	MR/Se MacRing 4 Mbps Token Ring Card	$599	GSA: $391
5000-255	TokenPaC 2004 for ISA, Shielded Twisted Pair	$549	GSA: $358
	BERKELEY SYSTEMS		
1636-027	ADM Site License (Min 50)	$12	GSA: $7
1636-028	ADM/MAD Site License (Min 50)	$20	GSA: $12
1645-171	After Dark - Mac	$50	OM: $28
1635-291	After Dark and MAD Bundle - Mac	$70	OM: $41
1635-405	inLARGE - Mac	$95	OM: $70
1635-122	More After Dark - Mac	$40	OM: $22
1635-404	outSPOKEN - Mac	$395	OM: $289
	CAERE		
1635-869	FaxMaster	$109	GSA: $71
1635-867	Image Assistant, Mac	$495	GSA: $323
1635-868	Image Assistant, Windows	$495	GSA: $323
1699-058	OmniPage (386/486)	$695	GSA: $439
1645-039	OmniPage (Version)	$695	GSA: $439
1635-745	OmniPage Direct, Mac	$595	GSA: $388
1635-866	OmniPage Direct, Windows 286/386/486	$595	GSA: $388
1635-261	OmniPage Professional (Mac)	$995	GSA: $628
1226-016	OmniPage Professional (Windows 386/486)	$995	GSA: $628
6001-003	Typist Plus Graphics Hand Held Scanner	$695	GSA: $439
	CALCOMP		
	Accessories		
1226-186	Humidity Control Module for color plottor	$700	GSA: $556
1113-203	Humidity Control Module for mono plottor	$700	GSA: $556
	Hard Drives		
1226-179	140 MB Disk Opt for color plottor	$4,000	GSA: $3,176
1113-196	140 MB Disk Opt for monochrome plottor	$4,000	GSA: $3,176
1226-180	410MB Disk Opt for color plottor	$6,000	GSA: $4,764
1113-197	410MB Disk Opt for monochrome plottor	$6,000	GSA: $4,764
1226-181	760MB Disk Opt for color plottor	$8,000	GSA: $6,352
1113-198	760MB Disk Opt for monochrome plottor	$8,000	GSA: $6,352
	Input Devices		
1113-167	12" x 12" Digitizer with corded 16-button curser	$495	GSA: $299
1113-155	12" x 12" Digitizer with corded 4-button curser	$495	GSA: $299
1113-179	12" x 12" Digitizer with corded pen	$495	GSA: $299
1113-168	12" x 12" Digitizer with cordless 16-button curser	$645	GSA: $390
1113-156	12" x 12" Digitizer with cordless 4-button curser	$645	GSA: $390
1113-180	12" x 12" Digitizer with cordless pen	$645	GSA: $390
1113-169	12" x 18" Digitizer with corded 16-button curser	$995	GSA: $601
1113-157	12" x 18" Digitizer with corded 4-button curser	$995	GSA: $601
1113-181	12" x 18" Digitizer with corded pen	$995	GSA: $601
1113-170	12" x 18" Digitizer with cordless 16-button curser	$1,145	GSA: $692
1113-158	12" x 18" Digitizer with cordless 4-button curser	$1,145	GSA: $692
1113-182	12" x 18" Digitizer with cordless pen	$1,145	GSA: $692
1113-171	18" x 24" Digitizer with corded 16-button curser	$1,995	GSA: $1,206
1113-159	18" x 24" Digitizer with corded 4-button curser	$1,995	GSA: $1,206
1113-183	18" x 24" Digitizer with corded pen	$1,995	GSA: $1,206
1113-172	18" x 24" Digitizer with cordless 16-button curser	$2,145	GSA: $1,296
1113-160	18" x 24" Digitizer with cordless 4-button curser	$2,145	GSA: $1,296
1113-184	18" x 24" Digitizer with cordless pen	$2,145	GSA: $1,296
1113-173	24" x 36" Digitizer with corded 16-button curser	$2,295	GSA: $1,387
1113-161	24" x 36" Digitizer with corded 4-button curse	$2,295	GSA: $1,387
1113-185	24" x 36" Digitizer with corded pen	$2,295	GSA: $1,387
1113-174	24" x 36" Digitizer with cordless 16-button curser	$2,445	GSA: $1,478
1113-162	24" x 36" Digitizer with cordless 4-button curser	$2,445	GSA: $1,478
1113-186	24" x 36" Digitizer with cordless pen	$2,445	GSA: $1,478
1113-175	36" x 48" Digitizer with corded 16-button curser	$2,595	GSA: $1,568
1113-163	36" x 48" Digitizer with corded 4-button curser	$2,595	GSA: $1,568
1113-187	36" x 48" Digitizer with corded pen	$2,595	GSA: $1,568
1113-176	36" x 48" Digitizer with cordless 16-button curser	$2,745	GSA: $1,659
1113-164	36" x 48" Digitizer with cordless 4-button curser	$2,745	GSA: $1,659
1113-188	36" x 48" Digitizer with cordless pen	$2,745	GSA: $1,659
1113-177	44" x 60" Digitizer with corded 16-button curser	$2,995	GSA: $1,810
1113-165	44" x 60" Digitizer with corded 4-button curser	$2,995	GSA: $1,810
1113-189	44" x 60" Digitizer with corded pen	$2,995	GSA: $1,810
1113-178	44" x 60" Digitizer with cordless 16-button curser	$3,145	GSA: $1,901
1113-166	44" x 60" Digitizer with cordless 4-button curser	$3,145	GSA: $1,901
1113-190	44" x 60" Digitizer with cordless pen	$3,145	GSA: $1,901
1226-184	High Perf Prcsr Opt Electrostatic Pltr for color	$10,000	GSA: $7,940
1113-211	High Perf Prcsr Opt Electrostatic Pltr for monochrome	$10,000	GSA: $7,940
	Plotters		
1225-490	2024 Pen Plotter	$4,295	GSA: $3,207
1225-491	2036 Pen Plotter	$5,595	GSA: $4,177
1113-191	67436 36" Monochrome Electrostatic Plotter	$32,900	GSA: $26,121
1226-177	68436 36" Color Elecrtostatic Plotter	$52,900	GSA: $39,665
1226-178	68444 44" Color Electrostatic Plotter	$69,900	GSA: $55,497
1599-257	DrawingMaster Plus Plotter 24" 200 DPI (52224)	$9,995	GSA: $7,462
1225-442	DrawingMaster Plus Plotter 24" 400 DPI (52424)	$16,995	GSA: $12,688
1225-443	DrawingMaster Plus Plotter 36" 200 DPI (52236)	$11,995	GSA: $8,955
1225-444	DrawingMaster Plus Plotter 36" 400 DPI (52436)	$19,995	GSA: $14,927
1226-185	Operator Term Opt for color Plotter	$795	GSA: $632
1113-199	Operator Term Opt for monochrome Plotter	$795	GSA: $632
	Printers		
1226-174	4:1 Multiplexer Option for 6603VRC	$3,117	GSA: $2,327
1226-205	ColorMaster Plus (300 DPI) B-size RGB Printer	$8,586	GSA: $6,410
1226-204	ColorMaster Plus (300 DPI) B-size Vector Printer	$9,367	GSA: $6,993
1226-169	ColorMaster Plus (300DPI) A-sizeRGB Printer	$7,805	GSA: $5,827
1226-170	Colormaster Plus A-Size VRC Printer	$6,242	GSA: $4,659
1226-176	External RGB Option for ColorMaster Plus	$5,461	GSA: $4,076
1226-175	Signal Amplifier Option for 6603VRC	$545	GSA: $406
	CARAVELLE		
1401-439	Netwk File Xfer & Text Conf.-10 users	$350	GSA: $207
1401-438	Netwk File Xfer & Text Conf.-5 users	$250	GSA: $148
1401-440	Netwk File Xfer & Text Conf.-50 users	$1,500	GSA: $889
1401-431	NetWORKS 20 device license	$295	GSA: $175
1401-430	NetWORKS unlimited license	$995	GSA: $590
	CAYMAN SYSTEMS		
1225-974	GatorBox CS	$2,795	GSA: $1,821
1226-209	GatorBox CS (10BaseT)	$2,895	GSA: $1,916
1226-217	GatorBox CS / Rack	$2,995	GSA: $1,952
1226-218	GatorBox CS / Rack	$3,095	GSA: $2,046
1222-768	GatorPrint CS	$595	GSA: $353
1400-831	GatorPrint GX	$595	GSA: $346
1222-767	GatorShare CS	$1,995	GSA: $1,183
1400-830	GatorShare GX	$1,995	GSA: $1,183
1400-829	GatorStar GX -R-B	$3,995	GSA: $2,643
1400-828	GatorStar GX -R-T	$3,995	GSA: $2,643
1400-827	GatorStar GX-R	$3,895	GSA: $2,548

Falcon Part #	Product Name	Retail Price	Falcon Price
1226-220	XGator 10 user	$2,495	GSA: $1,481
1400-809	XGator 25 user	$5,000	GSA: $2,962
1226-219	XGator single user	$295	GSA: $178
	CENTRAL POINT SOFTWARE		
1635-945	Anti Virus	$70	OM: $53
1635-944	Safe & Sound	$50	OM: $38
1636-259	AntiVirus NLM for Novell Networks	$1,199	OM: $936
1635-419	MacTools	$149	OM: $142
1635-409	MacTools , 3.5" media, 100-199 Units	$149	OM: $142
1635-410	MacTools , 3.5" media, 200-299 Units	$149	OM: $142
1635-408	MacTools , 3.5" media, 50-99 Units	$149	OM: $142
1636-087	Anti-Virus for Windows 3.5" Media	129	OM: 119
1636-106	Anti-Virus for Windows 5.25" Media	129	OM: 119
1636-085	PC Tools , 3.5" media	179	OM: 165
1636-086	PC Tools , 5.25" media	179	OM: 165
	CHEYENNE		
1401-763	ARCserve Agent Option-Macagent	$495	GSA: $323
1401-765	ARCserve Agent Option-UAGENT For Interactive UNIX	$495	GSA: $323
1401-764	ARCserve Agent Option-UAGENT For SCO UNIX	$495	GSA: $323
1401-761	ARCserve NLM Changer Option	$1,195	GSA: $779
1401-757	ARCserve NLM For NetWare 3.11-5 User Version	$395	GSA: $257
1401-760	ARCserve NLM For NetWare 3.11-5, 10, 20, 50, 100, or 250 User Version	$1,895	GSA: $1,235
1401-759	ARCserve NLM For NetWare 3.11-5, 10, 20, or 50 User Version	$1,495	GSA: $974
1401-758	ARCserve NLM For NetWare 3.11-5, 10, or 20 User Version	$1,195	GSA: $779
1401-762	ARCserve NLM Stacker Option	$695	GSA: $453
1401-766	ARCserve SMS Option-5 User Version	$100	GSA: $65
1401-767	ARCserve SMS Option-5, 10, 20 User Version	$100	GSA: $65
1401-769	ARCserve SMS Option-5, 10, 20, 50, 100, or 250 User Version	$100	GSA: $65
1401-768	ARCserve SMS Option-5, 10, 20, or 50 User Option	$100	GSA: $65
1401-755	ARCserve VAP For NetWare 2.2-5 or 10 User Version	$695	GSA: $453
1401-754	ARCserve VAP For NetWare 2.2-5 User Version	$295	GSA: $192
1401-756	ARCserve VAP For NetWare 2.2-5, 10, 50 or 100 User Version	$1,195	GSA: $779
1401-771	ARCSERVE/OPEN	$495	GSA: $323
1401-770	ARCserve/SOLO	$195	GSA: $127
1401-773	Cheyenne Utilities For Netware	$395	GSA: $257
1401-778	FaxServe NLM	$995	GSA: $648
1401-775	Inoculan NLM-5, 10, 20 User Version Including 5 Workstations	$495	GSA: $323
1401-776	Inoculan NLM-5, 10, 20, 50, 100, or 250 User Version Including 5 Workstations	$995	GSA: $648
1401-774	Inoculan VAP Including 5 Workstations	$395	GSA: $257
1401-777	Inoculan/PC Supporting 5 Workstations	$245	GSA: $160
1401-772	Monitrix-Includes VAP & NLM	$895	GSA: $583
	CLARIS		
1611-091	AppleWorks (Apple II)	$249	OM: $164
1611-092	AppleWorks GS (Apple II)	$249	OM: $165
1645-247	AppleWorks GS 1.0 > 1.1 Upgrade (Apple II)	$29	OM: $28
1645-246	AppleWorks to AppleWorks (Current Version) Upgrade	$79	OM: $75
1635-995	BrushStrokes	$139	OM: $132
1635-996	Brushstrokes Trade-Up	$79	OM: $75
1645-947	Claris CAD (30 day money back guarantee)	$899	OM: $545
1645-245	Claris CAD 1.X > 2.0 Upgrade	$79	OM: $75
1634-020	Claris Graphics Translator (IGES/DXF utility)	$299	OM: $198
1635-095	Claris Resolve	$399	OM: $165
1401-189	Claris Resolve Trade-Up	$99	OM: $93
1635-096	ClarisWorks	$299	OM: $190
1636-000	ClarisWorks 2.0 Trade-Up	$129	OM: $123

Falcon Part #	Product Name	Retail Price	Falcon Price
1635-999	ClarisWorks 2.0 Upgrade	$99	OM: $94
1635-994	ClarisWorks for Windows 10 pack	$1,868	OM: $1,775
1635-993	ClarisWorks for Windows License Pack	$199	OM: $189
1635-992	ClarisWorks for Windows Temp till 8/15/93	$99	OM: $91
1635-566	ClarisWorks License Pack (1 user)	$239	OM: $158
1635-567	ClarisWorks License Pack (10 User)	$2,243	OM: $1,431
1645-248	English (British) Dictionary by Claris	$49	OM: $32
1635-675	FileMaker Pro 2.0 for Macintosh	$399	OM: $252
1635-677	FileMaker Pro 2.0 for License Pack (1 User)	$319	OM: $211
1635-676	FileMaker Pro 2.0 for License Pack (10 User)	$2,993	OM: $1,984
1635-684	FileMaker Pro 2.0 for Trade-Up	$119	OM: $115
1635-683	FileMaker Pro 2.0 for Upgrade	$89	OM: $86
1635-678	FileMaker Pro 2.0 for Windows (dual) TEMP	$129	OM: $119
1635-682	FileMaker Pro 2.0 for Windows License Pack (1 User)	$319	OM: $211
1635-679	FileMaker Pro 2.0 for Windows License Pack (10 User)	$2,993	OM: $1,984
1635-685	FileMaker Pro 2.0 for Windows Trade-Up (dual)	$99	OM: $95
1225-504	FileMaker Pro Classroom MasterPacks	$750	OM: $663
1645-250	French Dictionary by Claris	$49	OM: $32
1226-011	German Dictionary by Claris	$49	OM: $32
1635-457	Hollywood (Windows)	$499	OM: $330
1225-713	HyperCard 1.X > 2.1 Upgrade	$99	OM: $95
1225-712	HyperCard 2.1 Development Kit	$199	OM: $132
1645-243	MacDraw > MacDraw II Upgrade	$59	OM: $56
1645-001	MacDraw II (30 day money back guarantee)	$199	OM: $128
1645-244	MacDraw II 1.X > 1.1 Upgrade	$30	OM: $29
1225-505	MacDraw II Classroom MasterPacks	$750	OM: $663
1635-245	MacDraw II to Claris CAD Upgrade	$499	OM: $474
1635-042	MacDraw Pro (30 day money back guarantee)	$399	OM: $260
1635-458	MacDraw Pro Classroom MasterPacks	$750	OM: $663
1635-618	MacDraw Pro License Pack (1 User)	$319	OM: $209
1635-619	MacDraw Pro License Pack (10 User)	$2,993	OM: $1,899
1401-185	MacDraw Pro Trade-Up	$99	OM: $93
1635-043	MacDraw X.X > Pro 1.5 Upgrade	$99	OM: $94
1645-003	MacPaint (30 day money back guarantee)	$125	OM: $83
1645-063	MacPaint 1.X > 2.0 Upgrade	$25	OM: $24
1635-686	MacProject Pro	$599	OM: $394
1225-506	MacProject Pro Classroom MasterPacks	$750	OM: $663
1635-688	MacProject Pro License Pack (1 User)	$479	OM: $317
1635-687	MacProject Pro License Pack (10 User)	$4,493	OM: $2,978
1635-690	MacProject Pro Trade-Up	$199	OM: $192
1635-689	MacProject Pro Upgrade	$99	OM: $95
1645-064	MacWrite > MacWrite II Upgrade	$65	OM: $64
1225-507	MacWrite II Classroom MasterPacks	$550	OM: $422
1401-188	MacWrite II Trade-Up	$69	OM: $65
1635-987	MacWrite Pro	$249	OM: $237
1635-988	MacWrite Pro 10 Pack	$1,868	OM: $1,229
1635-989	MacWrite Pro License Pack	$199	OM: $189
1635-991	MacWrite Pro Trade-Up	$69	OM: $66
1635-990	MacWrite Pro Upgrade	$69	OM: $66
1635-997	Power To Go	$89	OM: $85
1635-998	Retrieve It!	$89	OM: $85
1645-249	Spanish Dictionary by Claris	$49	OM: $32
	COMPATIBLE SYSTEMS		
1400-408	Ether+ (Coax)	$495	GSA: $352
4100-590	Ether+ (Twisted Pair)	$495	GSA: $352
4100-594	Ether•Route/TCP (Coax)	$1,895	GSA: $1,235
4100-596	Ether•Route/TCP 640 (Coax)	$2,195	GSA: $1,430
4100-597	Ether•Route/TCP 640 (Twisted Pair)	$2,195	GSA: $1,430
4100-595	Ether•Route/TCP Twisted Pair	$1,895	GSA: $1,235
4100-598	Ether•Write (Coax)	$695	GSA: $494
4100-599	Ether•Write (Twisted Pair)	$695	GSA: $494
	COMPUMATION		
1635-756	Color Central 2.0	$3,995	GSA: $3,077

Product Listings By Vendor

Falcon Part #	Product Name	Retail Price	Falcon Price
1635-757	Print Control 3.0	$795	GSA: $613
	CONNECTIX		
1635-480	Connectix Powerbook Utility	$99	GSA: $47
	CYPRESS RESEARCH		
1401-465	FaxPro II Additional Zone Access - 1 Additional Zone	$199	GSA: $153
1401-464	FaxPro II System	$850	GSA: $655
1401-467	PhonePro System	$950	GSA: $732
	DANTZ		
1634-237	Diskfit Pro	$125	GSA: $96
1634-577	Retrospect - Single User - Mac	$249	GSA: $192
1634-578	Retrospect Remote (10 users) - Mac	$449	GSA: $346
	DATA PRODUCTS		
1115-200	LZR 1560 1-Tray Laser Printer	$3,395	GSA: $2,977
1115-201	LZR 1560 2-Tray Laser Printer	$3,595	GSA: $3,152
1115-202	LZR 1560 3-Tray Laser Printer	$3,795	GSA: $3,327
1115-203	LZR 965 PS Level 2 Laser Printer 120 volt	$2,445	GSA: $2,144
	DATAVIZ		
1634-191	MacLink Plus PC/IBM Version (Mac-to-PC File Transfer) - Mac	$199	OM: $144
1634-888	MacLink Plus/Translators - Mac	$169	OM: $123
1634-713	MacLink Plus/Wang OIS - Mac	$495	OM: $359
1634-320	MacLink Plus/WANG VS/AC (Wang Workstation Capabilities) - Mac	$395	OM: $287
1634-740	MacLink Plus/WANG VS/TC	$895	OM: $647
	DAYNA		
	Floppy Drives		
1225-474	DaynaFile II 1.2M, and 1.44 Drives	$899	GSA: $607
1225-452	DaynaFile II 1.2Mb 5.25 Drive	$599	GSA: $404
1225-453	DaynaFile II 1.44 3.5" Drive	$599	GSA: $404
1225-451	DaynaFile II 360K 5.25 Drive	$599	GSA: $404
1225-470	DaynaFile II 360K, 1.2M Drives	$899	GSA: $607
1239-052	SCSI Cable Terminator (50 pin)	$30	GSA: $20
1239-051	SCSI Peripheral Interface Cable	$30	GSA: $20
1239-050	SCSI System Cable (25 pin to 50 pin)	$30	GSA: $20
	Hubs		
1400-023	DaynaSTAR MiniHub	$389	GSA: $231
4100-712	Discontinued DaynaSTAR Hub-12	$995	GSA: $648
4100-713	NetMounter, single user	$79	GSA: $43
4100-719	NetScope Probe	$449	GSA: $239
4100-720	NetScope Probe	$499	GSA: $325
4100-721	NetScope System Bundle	$899	GSA: $585
4100-722	Network Mgmt System	$1,199	GSA: $711
4100-718	Network Vital Signs	$449	GSA: $239
	NIC/Ethernet/Mac		
5036-272	DaynaPort E/30	$239	GSA: $142
1225-347	DaynaPort E/30T (RJ-45 connector used for 10Base-T support)	$239	GSA: $142
1401-904	DaynaPort E/II	$239	GSA: $142
1407-003	DaynaPORT E/II-3	$319	GSA: $190
1225-349	DaynaPort E/LC	$239	GSA: $142
1225-351	DaynaPort E/LC -A	$239	GSA: $142
1225-350	DaynaPort E/LC -T	$239	GSA: $142
1225-352	DaynaPort E/LC with FPU	$389	GSA: $231
1225-354	DaynaPort E/LC-A with FPU	$389	GSA: $231
1225-353	DaynaPort E/LC-T with FPU	$389	GSA: $231
1145-044	DaynaPort E/SE	$239	GSA: $142
1225-345	DaynaPort E/SE-T	$239	GSA: $142
1225-355	DaynaPort E/si	$239	GSA: $142
1225-357	DaynaPort E/si with FPU	$389	GSA: $231
1225-356	DaynaPort E/si-T	$239	GSA: $142
1225-358	DaynaPort E/si-T with FPU	$389	GSA: $231
1225-359	DaynaPort E/Z	$399	GSA: $260
1225-360	DaynaPort E/Z-T	$399	GSA: $260
1401-905	DaynaPort EII-T	$239	GSA: $142
4100-709	DaynaPORT TRX (External Transceiver)	$99	GSA: $64
4100-710	DaynaPORT TRX-T (External Transceiver)	$99	GSA: $64
	NIC/Ethernet/Printer		
1239-032	EtherPrint	$499	GSA: $325
1225-361	EtherPrint Plus	$649	GSA: $423
1225-348	EtherPrint T	$499	GSA: $325
1401-001	EtherPrint-3	$549	GSA: $358
1401-002	EtherPrint-3 Plus	$699	GSA: $455
1225-362	EtherPrint-T Plus	$649	GSA: $423
	NIC/Ethernet/SCSI		
1400-836	DaynaPORT SCSI-Link	$399	GSA: $260
1400-838	DaynaPORT SCSI-Link-3	$469	GSA: $306
1400-837	DaynaPORT SCSI-Link-T	$399	GSA: $260
4100-706	SCSI Link PB	$429	GSA: $280
1407-005	SCSI-Link PB Cable	$45	GSA: $30
1407-004	SCSI-Link Cable	$30	GSA: $20
4100-708	SCSI-Link-3 PB	$499	GSA: $325
4100-707	SCSI-Link-T PB	$429	GSA: $280
	NIC/LocalTalk/PC		
1239-054	DL2	$399	GSA: $260
1239-055	DL2 Four Pack	$1,399	GSA: $911
1113-913	DL2000 - 4 Pack	$1,099	GSA: $716
1113-912	DL2000 Adapter	$299	GSA: $194
	Router		
1401-269	PathFinder Router	$899	GSA: $585
1239-037	DOS Mounter	$90	GSA: $47
	DAYSTAR		
1100-517	16 MHz PowerCache (for Classic & SE only)	$479	GSA: $426
1100-500	33 MHz PowerCache with 68882 math chip	$549	GSA: $488
1100-518	33 MHz SE/30 PowerCache	$449	GSA: $399
1100-521	33 MHz SE/30 PowerCache w/ 68882 math chip	$549	GSA: $488
1100-519	40 MHz SE/30 PowerCache	$649	GSA: $577
1155-522	40 MHz SE/30 PowerCache w/ 68882 math chip	$999	GSA: $888
1100-501	40MHz PowerCache with 68882 math chip	$749	GSA: $666
1100-502	50 MHz PowerCache with 68882 math chip	$999	GSA: $888
1100-520	50 MHz SE/30 PowerCache	$849	GSA: $755
1100-523	50 MHz SE/30 PowerCache w/ 68882 math chip	$749	GSA: $666
1100-506	Adapter IIcx For Mac IIcx	$49	GSA: $44
1100-607	Adapter PDS for Mac SE/30 and IIsi PDS cards	$49	GSA: $44
1100-514	Adapter Classic for Mac Classic (w/ additional SIMM sockets)	$49	GSA: $44
1100-504	Adapter II for the Mac II	$49	GSA: $44
1100-510	Adapter IIsi for the Mac IIsi (w/ extra PDS connector)	$49	GSA: $44
1100-505	Adapter IIx for the Mac IIx	$49	GSA: $44
1100-503	Adapter LC for the Mac LC, LCII, or Performa 400	$49	GSA: $44
1155-512	Adapter SE for the Mac SE (w/ additional SIMM Sockets)	$49	GSA: $44
1100-601	ComboCache IIsi - 32K cache, 2 PDS, chip	$349	GSA: $310
1100-600	ComboCache IIsi - 32K cache, 2PDS slots	$249	GSA: $221
1145-462	DayStar Equalizer LC	$199	GSA: $177
1145-463	DayStar Equalizer LC with math chip	$279	GSA: $248
1100-515	DualPort IIsi w / 68882 - (1 PDS , 1 cache slot)	$199	GSA: $177
1145-461	FastCache Quadra - For Quadra 700, 900 (128k cache)	$299	GSA: $266
1100-602	FastCache IIci (32k cache)	$189	GSA: $168
1145-413	FastCache IIci (64k Cache)	$239	GSA: $212
1100-605	FastCache IIsi (64k Cache, 1PDS, 68882 socket)	$339	GSA: $284
1100-606	FastCache IIsi w / 68882 (64k cache, 1 PDS)	$419	GSA: $348
1100-513	FastCache Quadra - For Quadra 700,900,950 (w/ 128k Cache)	$449	GSA: $399
1100-604	PowerMath LC	$129	GSA: $115

Falcon Part #	Product Name	Retail Price	Falcon Price
1145-436	RAM PowerCard - Nubus	$499	GSA: $443
1100-603	RAM PowerCard - Nubus (for 16MB composites**)	$499	GSA: $443
1145-454	SCSI PowerCache w/1MB DRAM for the Mac II Family	$849	GSA: $755
1145-460	SCSI PowerCard - 16 MB DRAM	$1,499	GSA: $1,332
	DELTAPOINT		
1635-154	DeltaGraph Professional - Mac	$295	OM: $189
	DENEBA		
1635-550	Canvas v3.0 - Mac	$399	GSA: $270
1634-745	Spell Coach Professional	$195	GSA: $132
1634-843	The Big Thesaurus	$99	GSA: $67
1634-516	Ultrapaint	$79	GSA: $53
	DIGITAL LINK		
1404-173	AC power supply	$930	GSA: $930
1404-177	DC power supply	$930	GSA: $930
1404-184	EXtended T1-ISO CSU with ESF	$2,495	GSA: $1,774
1404-185	EXtended T1-ISO CSU with ESF & TA	$2,795	GSA: $1,987
1404-172	Intel. V.35 to T1 cnvrtr & CSU Plug-in, DLMS	$2,895	GSA: $2,058
1404-174	MLS shelf ass'y 19"	$5,500	GSA: $5,500
1404-175	MLS shelf ass'y 23"	$5,500	GSA: $5,500
1404-176	MLS shelf ass'y large	$5,500	GSA: $5,500
1404-178	T1-ISO CSU with Jack Access	$1,295	GSA: $921
1404-179	V.35 to T1 cnvrtr & CSU	$1,995	GSA: $1,418
1404-183	V.35 to T1 cnvrtr & CSU plug-in	$2,585	GSA: $1,838
1404-182	V.35 to T1 cnvrtr & CSU plug-in, frac T1	$2,785	GSA: $1,980
1404-181	V.35 to T1 cnvrtr & CSU, 10-ft fem cable	$2,115	GSA: $1,504
1404-180	V.35 to T1 cnvrtr & CSU, 10-ft mail cable	$2,115	GSA: $1,504
	DIGITAL PRODUCTS		
1401-461	BU1M/MOD	$250	GSA: $185
1401-441	LANSPRINTBV-1AT	$495	GSA: $352
1401-442	LANSPRINTBV-2AT	$695	GSA: $494
1401-444	NETS100E/N	$695	GSA: $494
1401-445	NETS100T/N	$995	GSA: $707
1401-447	NETS200/TN	$1,495	GSA: $1,063
1401-446	NETS200E/N	$995	GSA: $707
1401-454	PDB6S/250K	$395	GSA: $281
1401-460	PDGT10/1M	$1,395	GSA: $992
1401-459	PDGT6/1M	$995	GSA: $707
1401-458	PDS10SP/250K - configurable	$895	GSA: $636
1401-456	PDS6S/250K - Configurable	$695	GSA: $494
1401-457	PDS6SP/250K - Configurable	$695	GSA: $494
1401-455	PSB6SP/250K	$395	GSA: $281
1401-453	Sharetalk	$179	GSA: $127
1401-451	SPTLK200E/AN	$1,295	GSA: $921
1401-452	SPTLK200T/AN	$1,495	GSA: $1,063
1401-449	SPTLK25E	$545	GSA: $387
1401-450	SPTLK25T	$1,095	GSA: $779
1401-448	Uniport Out	$80	GSA: $57
	E-MACHINES		
1355-087	Futura LX Interface Card	$1,299	GSA: $1,062
1155-010	Futura MX Interface Card	$999	GSA: $817
1255-087	Futura SX Interface Card	$599	GSA: $490
1355-063	E-Machines T19 II Monitor	$2,999	GSA: $2,346
	ENGAGE		
4100-600	SyncRouter LT LocalTalk Router	$1,595	GSA: $1,134
4100-602	SyncRouter LTi Router with DSU/CSU	$2,195	GSA: $1,561
	ENVISIO		
5400-034	VGA Kt. Joins NDA030 & ColorBook16 units to VGA devices	$39	GSA: $28

Falcon Part #	Product Name	Retail Price	Falcon Price
	FALCON SERVICE		
	Apple Installation		
1998-021	Installation (2+ Systems) 1st system is $150	$75	GSA: $75
1998-020	Installation (Single System)	$150	GSA: $150
	Training		
1996-983	Appleshare per hour	$120	GSA: $120
1996-985	File Conversion and Transfer per hour	$110	GSA: $110
1996-986	Hardware and Software Diagnostic per hour	$110	GSA: $110
1996-984	Configurationper hour	$100	GSA: $100
1996-982	Software Installation per hour	$100	GSA: $100
	Warranty Upgrade		
1998-030	On-Site Warranty Upgrade 1 to 5 Units	$100	GSA: $100
	FARALLON		
	Communications		
1300-447	InterRoute / 5, 110v, 5-port gateway	$3,495	GSA: $2,278
1300-443	InterRoute / 5, 5 port, router gateway, concentratro mod.	$3,395	GSA: $2,213
1634-505	Timbuktu - Mac 10 pack, v5.0	$999	GSA: $651
	Hubs		
1434-109	PhoneNET StarConnector EN (10-pack)	$1,099	GSA: $847
1434-110	PhoneNET StarConnector EN AUI (10 Pack)	$1,099	GSA: $847
1434-092	PhoneNET StarConnector EN for 15-pin AUI port	$129	GSA: $99
1145-017	PhoneNET StarConnector EN- Series 500 Apple Ethernet	$129	GSA: $99
1434-102	PhoneNET StarController - 12	$1,295	GSA: $844
1434-103	PhoneNET StarController - 24	$1,895	GSA: $1,235
1434-015	PhoneNET StarController -series 300	$1,295	GSA: $844
1434-093	PhoneNET StarController EN	$1,595	GSA: $1,040
	Hub/Concentrators		
1300-418	Farallon Concentrator	$2,990	GSA: $1,949
1300-430	PhoneNET StarController EN hub module for Concentrator	$1,495	GSA: $974
1300-428	PhoneNET StarController/12 hub module for Concentrator	$1,195	GSA: $779
1300-429	PhoneNET StarController/24 hub module for Concentrator	$1,795	GSA: $1,170
1300-431	StarRouter	$3,195	GSA: $2,082
	Networking		
1300-417	Ether10-T Starlet	$339	GSA: $261
1434-104	NetAtlas	$695	GSA: $453
1634-475	PhoneNET CheckNET	$95	GSA: $62
1645-177	PhoneNET Liaison	$395	GSA: $257
1634-122	PhoneNET Manager's Pack	$995	GSA: $648
1434-028	PhoneNET Repeater	$495	GSA: $323
1222-751	PhoneNet Talk Software	$199	GSA: $130
1434-095	Remote Wake up Cable	$50	GSA: $32
1634-506	Timbuktu - Mac 30-Pack, v5.0	$1,999	GSA: $1,303
1225-309	Timbuktu 100 pack, v5.0	$5,500	GSA: $3,389
1634-497	Timbuktu for Mac, single pack, v5.0	$199	GSA: $121
1434-108	Timbuktu R Power Pack	$295	GSA: $192
1634-498	Timbuktu/Remote	$195	GSA: $127
1300-434	Timbuktu/RemoteTM, 3.0 Twin Pack	$295	GSA: $192
1634-507	TrafficWatch II	$695	GSA: $453
	NIC/Ethernet/Mac		
1300-413	EtherMac 30i - 10T, 10T+AUI+16K+ FPU	$345	GSA: $266
1300-412	EtherMac 30i - 10T, 10T+AUI+16K+FPU socket	$229	GSA: $176
1300-415	EtherMac 30i - C, 3-way + 64K + FPU	$399	GSA: $307
1300-414	EtherMac 30i - C, 3-way + 64K + FPU socket	$289	GSA: $223
1300-402	EtherMac II - 10T, 10T+AUI+16K	$189	GSA: $146
1300-403	EtherMac II - C, 3-way+64K	$249	GSA: $192
1300-400	EtherMac II - TN, Thin net+AUI+16K	$189	GSA: $146
1300-407	EtherMac LC - 10T, 10T+FPU	$305	GSA: $235
1300-406	EtherMac LC - 10T, 10T+FPU socket	$189	GSA: $146
1300-405	EtherMac LC - TN, Thinnet+FPU	$259	GSA: $199
1300-404	EtherMac LC - TN, Thinnet+FPU socket	$159	GSA: $122
1300-416	EtherMac SE - C 3-way	$249	GSA: $192
1300-401	PhoneNET Card - Ethernet (10 pack) Temp PR	$2,450	GSA: $1,597

Falcon Part #	Product Name	Retail Price	Falcon Price
1225-328	PhoneNET Card EN for the Mac II Temp PR	$249	GSA: $162
1225-327	PhoneNET Card EN for the Mac IIsi	$249	GSA: $162
1434-105	PhoneNET Card EN, IIsi & SE/30 (10-pack)	$2,450	GSA: $1,597
	Routers		
1300-432	StarRouterTM, 110V	$3,295	GSA: $2,148
	Software		
1300-437	LocalPath	$199	GSA: $130
1300-436	PowerPath	$149	GSA: $97
1300-439	Timbuktu for Windows - 10 Pack, v1.0	$999	GSA: $651
1300-441	Timbuktu for Windows - 100 Pack, v1.0	$5,500	GSA: $3,585
1300-440	Timbuktu for Windows - 30 Pack, v1.0	$1,999	GSA: $1,303
1300-438	Timbuktu for Windows - Single Pack, v1.0	$199	GSA: $130
1300-435	Timbuktu for Windows PhoneNET kit, ISA	$379	GSA: $247
1300-442	Timbuktu for Windows PhoneNET kit, MCA	$449	GSA: $293
	FEDSOFT		
1645-230	FedForms - Navy	$410	GSA: $344
1645-096	FedForms Army	$410	GSA: $344
1645-252	FedForms-AirForce	$410	GSA: $344
	FIFTH GENERATION		
1635-731	AutoDoubler	$84	OM: $80
1635-028	DiskDoubler - Mac	$80	OM: $46
1634-422	Disklock - Mac	$175	OM: $119
1634-500	FastBack Plus (used to be FastBack II 2.5) - Mac	$139	OM: $119
1634-119	Pyro 4.0 - Mac	$37	OM: $25
1634-719	Suitcase II - Mac	$74	OM: $49
1632-065	SuperLaserspool (Single User) - Mac	$139	OM: $95
	FRAME TECHNOLOGY CORP.		
1113-075	FrameMaker 3.0 - NeXT	795	OM: 575
1635-923	FrameMaker 3.0.1 Competative Upgrade	395	OM: 375.25
1636-263	FrameReader 3.0 Mac	89.95	OM: 85
1636-264	FrameReader 3.0 Windows 3.5"	89.95	OM: 85
1636-265	FrameReader 3.0 Windows 5.25"	89.95	OM: 85
1636-266	FrameMaker 3.0 Windows 3.5"	795	OM: 507
1636-267	FrameMaker Internat'l Dictionaries - Mac	195	OM: 185
	FTP SOFTWARE		
1636-065	Application Development Package	$2,000	GSA: $1,493
1636-076	InterDrive for DOS	$400	GSA: $299
1636-071	LANWatch	$1,200	GSA: $896
1636-066	PC/BIND domain name server	$500	GSA: $373
1636-070	PC/LPD printer server	$400	GSA: $299
1636-072	PC/SNMP Tools	$300	GSA: $224
1635-720	PC/TCP for DOS	$400	GSA: $299
1636-075	PC/TCP for DOS 10-pack	$3,000	GSA: $2,240
1636-077	PC/TCP for DOS 5-pack	$1,600	GSA: $1,194
1636-078	PC/TCP for DOS Dev't Kit	$500	GSA: $373
1636-073	PC/TCP for OS/2	$400	GSA: $299
1636-074	PC/TCP for OS/2 Dev't Kit	$500	GSA: $373
1636-068	PC/TCP Kernel for DOS	$200	GSA: $149
1636-067	PC/TCP Kernel for DOS 10-pack	$1,500	GSA: $1,120
1636-069	PC/TCP Kernel for DOS 5-pack	$800	GSA: $597
	FUJITSU		
5400-026	Image Scanner (Model # M3096E+)	$6,720	GSA: $4,631
5400-025	Image Scanner (Model #M3093E)	$5,650	GSA: $3,678
5400-027	Image Scanner (Model #M3096G)	$7,500	GSA: $5,506
	FWB		
1635-032	Hard Disk ToolKit - Mac	$200	GSA: $159
1636-017	Hard Disk ToolKit-Personal Edition	$79	GSA: $63

Falcon Part #	Product Name	Retail Price	Falcon Price
	GCC		
1244-052	BLP Elite - 4ppm, 300 dpi	$1,079	GSA: $976
1244-058	BLP Elite - 8ppm, 300 dpi	$1,399	GSA: $1,243
1244-003	Business LaserPrinter II (BLPII) -4 ppm, 300 dpi	$1,399	GSA: $1,243
1544-042	Business LaserPrinter IIS (BLP IIS) -8ppm, w/LPTA, 4MB	$1,999	GSA: $1,776
1244-005	Business LaserPrinter IIS (BLPIIS) -8ppm, 300 dpi	$1,599	GSA: $1,421
	GLOBAL VILLAGE		
4360-012	PowerPort/Bronze	$229	GSA: $163
4360-010	PowerPort/Gold	$499	GSA: $355
4360-011	PowerPort/Silver	$429	GSA: $305
4360-015	TelePort/Bronze	$229	GSA: $163
	HAMMOND COMPUTER		
1404-281	1.0 GB Hi-RPM Drive	$2,842	GSA: $2,017
1404-282	1.4 GB Hi-RPM Drive	$3,779	GSA: $2,682
1404-280	560 MB Hi-RPM Drive	$2,017	GSA: $1,431
1404-279	Exodus Administrative Fileserver	$2,241	GSA: $1,590
1404-278	Exodus Departmental Fileserver	$4,739	GSA: $3,362
1404-277	Exodus Enterprise Fileserver	$5,439	GSA: $3,859
	HEWLETT PACKARD		
	Accessories		
5020-909	HP LaserJet Toner w/ Microfine Toner for LJ 4 and 4M printers	$150	OM: $143
1226-236	HP ScanJet IIc Document Feeder	$695	OM: $660
1400-890	LaserJet PostScript (Level 2) Cartridge Plus for III, IIIP, IIID	$695	OM: $660
5020-900	Tri-Color Print Cartridge for DeskWriter C	$35	OM: $35
	Communications		
5020-134	7475A Plotter with RS-232C Interface	$1,995	OM: $1,895
5020-137	DraftPro EXL Plotter	$5,995	OM: $4,274
5020-136	DraftPro Plotter	$3,795	OM: $2,629
	Printers		
5020-122	1MB memory for HP LaserJet III, IIIP, IIP & IIID Printers	$179	OM: $170
5020-123	2MB Memory for HP LaserJet IIID, IIIP, IIP & III Printers	$299	OM: $284
1113-815	4MB SIMM Memory Board for LaserJet IIIsi, LaserJet 4 and 4M	$299	OM: $284
1225-981	Adobe PostScript Upgrade Kit for HP LaserJet IIISi printer	$895	OM: $698
5020-214	AppleTalk Interface for HP LaserJet III, IIID & IID Printers	$275	OM: $185
5020-215	AppleTalk Interface for HP LaserJet IIP & IIIP Printer	$275	OM: $206
1113-330	DeskJet 500 Printer (Dos)	$599	OM: $416
1226-247	DeskWriter C	$779	OM: $740
5020-107	DeskWriter Printer w/ AppleTalk interface	$599	OM: $416
5020-211	DraftMaster MX Plus Plotter	$10,995	OM: $8,272
5020-807	HP LaserJet IIIsi Adobe PostScript upgrade for serial #'s 3200 or greater	$898	OM: $853
1226-109	HP LaserJet IIISi printer (Dos)		OM: $4,121
5020-910	LaserJet 4 Printer (Dos)	$2,199	OM: $2,089
5020-915	LaserJet 4M Printer (Mac)	$2,999	OM: $2,849
5020-167	LaserJet Font Cartridge - Bar Codes & More	$195	OM: $132
5020-166	LaserJet Font Cartridge - Forms, Etc.	$195	OM: $132
5020-165	LaserJet Font Cartridge - Persuasive Presentations	$195	OM: $132
5020-164	LaserJet Font Cartridge - Polished Worksheets	$195	OM: $132
5020-195	LaserJet Font Cartridge - ProCollection	$300	OM: $202
5020-225	LaserJet III Letter Tray	$69	OM: $66
1113-808	LaserJet IIIP Printer w/ PCL 5		OM: $1,108
1113-821	LaserJet IIIsi Duplex Accessory	$695	OM: $660
1113-818	LaserJet IIIsi Legal-size Input Tray	$129	OM: $123
1113-817	LaserJet IIIsi Letter-size Input Tray	$129	OM: $123
1113-822	LaserJet IIIsi Toner Cartridge	$169	OM: $161
5020-219	LaserJet IIP Optional Lower Cassette	$195	OM: $147
5020-203	LaserJet Transparency Film	$25	OM: $24
5020-226	Legal Tray for HP LaserJet III Printer	$79	OM: $53

Falcon Part #	Product Name	Retail Price	Falcon Price
5020-106	MacPrint Software	$149	OM: $142
5020-206	PaintJet Family Black Cartridge	$30	OM: $29
5020-216	PaintJet Family Transparency Film (50-Sheet Package)	$65	OM: $62
5020-128	PaintJet Printer w/ Centronics Interface (Dos)	$1,095	OM: $1,040
5020-127	PaintJet Printer w/ RS-232C Interface (Dos)	$1,095	OM: $1,040
5020-207	PaintJet XL & PaintWriter XL Cyan Cartridge	$30	OM: $29
5020-208	PaintJet XL & PaintWriter XL Magenta Cartridge	$30	OM: $29
5020-209	PaintJet XL & PaintWriter XL Yellow Cartridge	$30	OM: $29
5020-210	PostScript (Level 1) Cartridge for HPLaserJet IID, IIP, IIP Plus Printers	$495	OM: $470
5020-132	RuggedWriter 480 Printer w/ Sheet Feeder	$2,145	OM: $1,649
	Printer Media		
5020-105	Black Ink Cartridge	$22	OM: $16
5020-196	LaserJet II, III, IID, IIID Toner Cartridge (Single Cartridge)	$125	OM: $119
5020-198	Laserjet IIP & IIIP Toner Cartridge (Single Cartridge)	$95	OM: $72
5020-221	PaintJet Color Ink Cartridge	$35	OM: $33
5020-223	PaintJet Z-fold Paper (250-Sheet Package)	$29	OM: $28
5020-224	PaintJet & PaintWriter XL Paper	$45	OM: $43
5020-205	PaintJet & PaintWriter A-size Paper	$21	OM: $20
	Scanners		
1400-914	Automatic Document Feeder for ScanJet IIP	$395	OM: $375
5020-912	DeskWriter 550C - Mac	$1,099	OM: $1,044
1226-235	HP Scanjet IIc - Mac	$1,995	OM: $1,497
5020-903	HP ScanJet IIc Interface Kit	$400	OM: $380
1400-915	ScanJet IIP (Mac)	$1,095	OM: $822
5020-193	ScanJet Plus Automatic Document Feeder	$595	OM: $565

INSIGNIA

1645-697	Access PC 2.0	$100	GSA: $57
1635-860	RapidTrak	$100	GSA: $56
1635-141	SoftNode v2.0	$149	GSA: $85
1635-142	SoftNode v2.0 10 pack	$1,150	GSA: $654
1635-904	SoftPC Professional v3.0	$325	GSA: $185
1635-905	SoftPC Professional v3.0 10 pack	$2,290	GSA: $1,303
1635-909	SoftPC with Windows	$499	GSA: $284
1635-911	SoftPC with Windows 10 Pack	$3,490	GSA: $1,985
1659-020	Universal SoftPC v3.0	$165	GSA: $94
1635-310	Universal SoftPC v3.0 10 pack	$1,270	GSA: $722

INTERCON SYSTEMS

1636-185	Dispatcher/Mac X.400 for QuickMail	$995	GSA: $707
1404-131	Dispatcher/SMTP for QuickMail	$995	GSA: $707
1404-124	InterPrint-Basic	$195	GSA: $139
1404-153	InterPrint-Basic-10 User License	$1,595	GSA: $1,134
1404-154	InterPrint-Basic-100 User License	$8,995	GSA: $6,395
1404-155	InterPrint-Basic-25 User License	$2,995	GSA: $2,129
1404-156	InterPrint-Basic-5 User License	$895	GSA: $636
1404-157	InterPrint-Basic-50 User License	$4,995	GSA: $3,551
1113-653	NFS/Share	$295	GSA: $210
1404-163	NFS/Share-10 User License	$2,495	GSA: $1,774
1404-164	NFS/Share-100 User License	$14,950	GSA: $10,629
1404-165	NFS/Share-25 User License	$4,995	GSA: $3,551
1404-166	NFS/Share-50 User License	$8,900	GSA: $6,328
1404-130	NFS/Share/InterPrint-Basic	$425	GSA: $302
1404-158	NFS/Share/InterPrint-Basic-10 User License	$3,495	GSA: $2,485
1404-159	NFS/Share/InterPrint-Basic-100 User License	$20,349	GSA: $14,468
1404-160	NFS/Share/InterPrint-Basic-25 User License	$6,792	GSA: $4,829
1636-186	NFS/Share/InterPrint-Basic-5 User License	$2,015	GSA: $1,433
1404-162	NFS/Share/InterPrint-Basic-50 User License	$11,800	GSA: $8,390
1404-133	Planet X	$295	GSA: $210
1404-167	Planet X-10 User License	$2,495	GSA: $1,774
1404-168	Planet X-100 User License	$14,950	GSA: $10,629
1404-169	Planet X-25 User License	$4,995	GSA: $3,551
1404-129	Planet X-50 User License	$8,900	GSA: $6,328
1113-904	TCP/Connect II Ext & NFS/Share Combo	$699	GSA: $497
1404-150	TCP/Connect II Ext & NFS/Share Combo-10 User License	$5,229	GSA: $3,717
1404-151	TCP/Connect II Ext & NFS/Share Combo-100 User License	$29,700	GSA: $21,117
1404-016	TCP/Connect II Ext & NFS/Share Combo-25 User License	$11,700	GSA: $8,319
1404-152	TCP/Connect II Ext & NFS/Share Combo-50 User License	$19,710	GSA: $14,014
1226-326	TCP/Connect II Extended	$495	GSA: $352
1404-135	TCP/Connect II Extended 10 User License	$3,595	GSA: $2,556
1404-136	TCP/Connect II Extended 100 User License	$17,995	GSA: $12,794
1400-964	TCP/Connect II Extended 25 User License	$7,995	GSA: $5,684
1404-137	TCP/Connect II Extended 50 User License	$12,995	GSA: $9,239
1113-651	TCP/Connect II-3270	$295	GSA: $210
1404-142	TCP/Connect II-3270 10 User License	$2,495	GSA: $1,774
1404-143	TCP/Connect II-3270 100 User License	$14,950	GSA: $10,629
1404-144	TCP/Connect II-3270 25 User License	$4,995	GSA: $3,551
1404-145	TCP/Connect II-3270 50 User License	$8,900	GSA: $6,328
1113-654	TCP/Connect II-Basic	$195	GSA: $139
1404-146	TCP/Connect II-Basic 10 User License	$1,595	GSA: $1,134
1404-147	TCP/Connect II-Basic 100 User License	$8,995	GSA: $6,395
1404-148	TCP/Connect II-Basic 25 User License	$2,995	GSA: $2,129
1404-149	TCP/Connect II-Basic 50 User License	$4,995	GSA: $3,551
1113-650	TCP/Connect II-VT	$295	GSA: $210
1404-138	TCP/Connect II-VT 10 User License	$2,495	GSA: $1,774
1404-139	TCP/Connect II-VT 100 User License	$14,950	GSA: $10,629
1404-140	TCP/Connect II-VT 25 User License	$4,995	GSA: $3,551
1404-141	TCP/Connect II-VT 50 User License	$8,900	GSA: $6,328
1404-127	TCP/Toolz & Toyz	$149	GSA: $105
1401-029	WatchTower	$2,495	GSA: $1,774

IOMEGA

	Accessories		
1113-511	Carrying Case	$99	GSA: $66
	Hard Drives		
1401-579	Dual MultiDisk 150	$2,499	GSA: $1,675
1401-577	Insider MultiDisk 150	$1,099	GSA: $752
1401-576	Macinsider MultiDisk 150	$1,099	GSA: $737
1401-578	Transportable MultiDisk 150	$1,225	GSA: $821
	Optical Media		
1113-508	LaserSafe 594	$299	GSA: $200
1113-509	LaserSafe 652	$299	GSA: $200
	Removable Drives		
1113-506	Apple Mac Interface Kit (Mac 1B)	$49	GSA: $33
1226-199	Apple Interface Kit w/ Retrospect software (Mac 2B)	$129	GSA: $86
1113-500	Bernoulli Dual External 44 Universal	$2,649	GSA: $1,775
1113-501	Bernoulli Transportable 44 Universal	$1,399	GSA: $938
1232-065	Bootable PC/XT/AT Host Adapter (PC2B-2)	$199	GSA: $133
1232-066	Bootable PS/2 Micro Channel Adapter (PC4B-2)	$399	GSA: $267
1113-502	Dual 20Z Universal	$2,749	GSA: $1,842
1226-187	Dual 90 PRO	$2,099	GSA: $1,407
1400-993	IBM/Adaptec	$99	GSA: $66
1113-515	Insider 20Z - 5.25" 20MB Internal Drive	$1,229	GSA: $824
1113-513	Insider 44 - Internal 5.25" Drive	$1,249	GSA: $837
1226-189	Insider 90 PRO	$799	GSA: $536
1401-218	MacTransport 90 PRO	$713	GSA: $502
1400-996	OAD	$49	GSA: $33
1113-505	Parallel Port Interface Kit (PPI-2)	$265	GSA: $178
1400-991	PC Powered	$713	GSA: $502
1113-503	Transportable 20Z Universal	$1,649	GSA: $1,105
1226-188	Transportable 90 PRO	$949	GSA: $636
	Removable Media		
1232-046	A10/20 Clean Kit	$65	GSA: $37
1232-056	B44/20 Clean Kit	$49	GSA: $28

Falcon Part #	Product Name	Retail Price	Falcon Price
	Software		
1401-730	OS/2 Driver	$49	GSA: $33
	Tape Drives		
1401-584	MultiDisk 150	$245	GSA: $139
1401-585	MultiDisk 150 Tri Pack	$665	GSA: $378
1401-612	Novell Driver	$99	GSA: $66
1400-990	PC Powered PRO	$855	GSA: $602
1401-610	Unix Driver	$99	GSA: $66
1401-611	Xenix Driver	$99	GSA: $66
	KENSINGTON		
1155-144	Apple Security System	$50	GSA: $32
1225-551	Expert Mouse Bus Version (incl. card)	$180	GSA: $115
1225-550	Expert Mouse(Serial) for IBM PS/2's and PC's with Windows drivers	$150	GSA: $94
1155-143	Extra Long ADB Keyboard Cable	$40	GSA: $24
1225-558	Keyboard Shelf for Compact Mac	$60	GSA: $37
1225-559	Keyboard Shelf for IBM	$60	GSA: $37
1155-146	Keyboard Slideaway	$50	GSA: $31
1635-450	Keypad, Notebook	$120	GSA: $77
1635-350	Masterstand	$90	GSA: $55
1635-751	MicroSaver Security System	$60	GSA: $39
1635-160	PassProof for Mac Classic	$65	GSA: $42
1225-553	PassProof for Mac IIc computers and II left-hand drive $65	GSA: $42	
1635-161	PassProof for Mac IIsi	$65	GSA: $42
1225-552	PassProof for Mac SE,SE/30,Mac II right hand drives	$65	GSA: $42
1599-103	Space Saving Printer Stand	$30	GSA: $18
1225-556	Tilt/Swivel - Platinum(Mac +, Mac SE)	$35	GSA: $22
1145-025	Turbo Mouse ADB 4.0	$170	GSA: $107
	LOTUS		
1635-132	1-2-3 DOS (3.1 -Govt- 3.5")	$595	OM: $419
1635-776	1-2-3 for Mac Competative Upg. Version 1.1	$150	OM: $143
1635-777	1-2-3 for the Mac Technology Guarantee Version	$49	OM: $47
1635-511	1-2-3 Mac - Server Edition	$595	OM: $342
5017-010	cc:Mail cc:Fax	$1,995	OM: $1,895
1635-969	cc:Mail 10 User Pk 4.0 Universal Add-on	$345	OM: $328
1635-975	cc:Mail 100 User Pk 4.0 Universal Add-on	$3,295	OM: $3,130
1635-922	cc:Mail 25 user platform Pack 4.0	$845	OM: $803
1635-920	cc:Mail for Mac Platform Pack R2.01	$495	OM: $470
5017-003	cc:Mail Gateway	$1,295	OM: $1,230
1635-976	cc:Mail Import/Export 3.32	$995	OM: $945
1635-977	cc:Mail Mac Remote R2.0	$295	OM: $280
1635-882	cc:Mail Network Scheduler 3	$395	OM: $375
1635-899	cc:Mail Network Scheduler 3	$1,195	OM: $1,135
1635-978	cc:Mail Platform Pack for Windows r1.11	$495	OM: $470
1635-979	cc:Mail Telelink 1.0	$695	OM: $660
1635-980	cc:Mail Unix Platform Pack r1.0	$895	OM: $850
1635-775	Lotus 1-2-3 Mac 3.5" Media	$495	OM: $290
2633-056	Lotus 1-2-3 - Mac Doc. Pack version 1.1	$50	OM: $41
1635-853	Lotus 1-2-3 - Mac License Pack version 1.1	$395	OM: $230
2633-057	Upg. from 1.0-1.1 license Pack for the Mac	$130	OM: $87
	MACROMEDIA		
1222-784	MediaMaker - Mac	$695	GSA: $453
1636-021	Action! 1.0.1 - Mac TEMP TILL 6/30/93	$495	GSA: $99
1635-521	ClipMedia I CD Rom/Windows Business & Technology	$395	GSA: $257
1635-520	ClipMedia I CD-ROM Business & Technology	$395	GSA: $257
1635-571	Director 3.1	$1,195	GSA: $779
1635-064	MacroMedia Three-D Mac	$1,495	GSA: $974
1635-865	MacroModel v1.0	$1,495	GSA: $974
1634-851	ModelShop II 1.2- Mac	$895	GSA: $583
1635-564	SoundEdit Pro	$295	GSA: $192
1225-165	Swivel 3D Professional 2.0.4- Mac	$695	GSA: $453
1225-167	SwivelArt Original- Mac	$129	GSA: $84
1635-522	SwivelMan Mac	$895	GSA: $583
	MASS MICROSYSTEMS		
	Cables		
1400-887	PowerBook toSCSI Cable	$65	GSA: $35
	FAX/Modem		
1400-904	2400/9600 Fax Modem (MASSfm 24/96)	$185	GSA: $140
1401-425	MASSfm PowerBook Fax -- Internal 2400/9600 Baud Modem	$189	GSA: $145
	Hard Drives		
1404-211	1000 MB DiamondDrive External 2" Portable Hard Drives for PowerBook	$3,319	GSA: $2,244
1400-865	1000 MB DiamondDrive External for Compact (1 GB)	$2,999	GSA: $2,014
1404-210	1000 MB DiamondDrive Internal for Quadra 900,950	$2,699	GSA: $1,815
1400-867	120 MB DiamondDrive External 1" Portable	$549	GSA: $371
1400-894	120 MB DiamondDrive External 1" PowerBook Portable	$629	GSA: $433
1400-869	120 MB DiamondDrive External 2" Portable	$549	GSA: $371
1400-876	120 MB DiamondDrive External 2" PowerBook Portable	$629	GSA: $433
1113-851	120 MB DiamondDrive External Drive for Compact Macs	$659	GSA: $446
1400-300	120 MB DiamondDrive (II,IIx,IIfx,IIcx, Iici, Q700, SE, SE/30)	$469	GSA: $314
1400-301	120 MB DiamondDrive Internal for Quadra 900, 950	$469	GSA: $314
1400-870	210 MB DiamondDrive External 2" Portable for all Macs	$789	GSA: $533
1400-895	210 MB DiamondDrive External 2" PowerBook Portable	$839	GSA: $566
1113-852	210 MB DiamondDrive External for Compact Macs	$789	GSA: $534
1404-213	210 MB DiamondDrive External1" Portable for all Macs	$759	GSA: $513
1404-214	210 MB DiamondDrive External1" PowerBook Portable	$839	GSA: $566
1400-302	210 MB DiamondDrive Internal for II,IIx,IIfx,IIcx, Iici, Q700, SE, SE/30	$609	GSA: $411
1400-303	210 MB DiamondDrive Internal for Quadra 900, 950	$609	GSA: $411
1400-871	320 MB DiamondDrive External 2" Portable for all Macs	$1,299	GSA: $877
1400-896	320 MB DiamondDrive External 2" PowerBook Portable	$1,349	GSA: $914
1113-853	320 MB DiamondDrive External for Compact Macs	$1,359	GSA: $918
1400-304	320 MB DiamondDrive Internal for II,IIx,IIfx,IIcx, Iici, Q700, SE, SE/30	$1,179	GSA: $796
1400-305	320 MB DiamondDrive Internal for Quadra 900, 950	$1,179	GSA: $796
1400-872	510 MB DiamondDrive External 2" Portable for all Macs	$1,899	GSA: $1,282
1400-897	510 MB DiamondDrive External 2" PowerBook Portable	$1,949	GSA: $1,318
1400-306	510 MB DiamondDrive Internal for II,IIx,IIfx,IIcx, Iici, Q700, SE, SE/30	$1,749	GSA: $1,184
1400-307	510 MB DiamondDrive Internal for Quadra 900, 950	$1,749	GSA: $1,184
1400-883	80MB 2.5" Pocket Size HitchHiker Drive	$789	GSA: $544
1400-892	80MB 2.5" Pocket Size HitchHiker Drive for PowerBook	$839	GSA: $579
1400-880	Accessories for DiamondDrive Portable Hard Drive	$99	GSA: $64
1400-881	External Power Supply	$75	GSA: $47
1401-021	HitchHiker 120	$869	GSA: $645
1401-022	HitchHiker 120 PowerBook	$919	GSA: $679
	Optical Media		
1401-019	FloptiPak 21	$499	GSA: $425
	Removable Drives		
1234-126	DataPak II	$929	GSA: $627
1234-100	DataPak 45 & 45 MB DUET Ext. Syquest Drive for Compact Macs	$1,559	GSA: $1,053
1234-150	DataPak 45 & 45 MB DUET Ext. Syquest Drive for II, IIx, and IIfx	$1,495	GSA: $1,089
1400-406	DataPak 45 Internal Syquest Drive for Quadra 900 & 950	$569	GSA: $437
1234-141	DataPak 45 MB Ext. Syquest Drive for IIcx, IIci, IIsi, and LC	$899	GSA: $607
1400-888	DataPak 45MB/88MB Removable Drive	$1,729	GSA: $1,172
1400-889	DataPak 45MB/88MB Removable Drive for Mac II, IIx, IIfx footprint	$1,789	GSA: $1,208

Falcon Part #	Product Name	Retail Price	Falcon Price
1400-407	DataPak 88 Internal Syquest Drive for Quadra 900 & 950.	$769	GSA: $520
1225-484	DataPak 88MB Cartridge Drive	$899	GSA: $627
1225-486	DataPak 88MB Cartridge Drive for II, IIx, and IIfx	$1,099	GSA: $745
1225-488	DataPak 88MB Cartridge Drive for IIcx, IIci, IIsi, and LC	$1,089	GSA: $734
1225-485	DataPak 88MB Duet Cartridge Drive	$1,859	GSA: $1,255
1225-487	DataPak 88MB Duet Cartridge Drive for II, IIx, and IIfx	$1,899	GSA: $1,279
	Video		
1155-299	2.0 QuickImage Video Frame Grabber Card	$395	GSA: $236
1404-222	2400/9600 MASSfm Communication Products	$425	GSA: $326
1404-215	44 MB DataPak External for Macintosh	$749	GSA: $506
1404-217	650 MB DataPak External Magneto-Optical	$4,299	GSA: $3,080
1404-216	CD-ROM Player for the Macintosh	$899	GSA: $686

MAYNARD

1226-228	ArchivesST 1.3/2.0 GB Ext. 4mm DAT TBU	$2,375	GSA: $1,740
5030-099	Maxstream 150MB External Tape Backup	$1,895	GSA: $1,077
5030-098	Maxstream 2.2GB Tape Backup w/ 8mm Cassette	$7,495	GSA: $4,262
5030-103	Maxstream 250Q External Tape Backup	$2,095	GSA: $1,266

MEMOREX

1636-228	Mac Deluxe Starter Kit	165	OM: 109
1636-229	Mac Basic Starter Kit	35	OM: 35
1636-261	Laser Printer Starter Kit	179	OM: 119
1636-262	PowerBook Starter Kit	199	OM: 129

MICRO DYNAMICS

1404-069	Additional FreeForm Full Text Search Server Software	$4,995	GSA: $4,439
1404-062	Additional MD MARS Optical Server Software	$9,995	GSA: $8,883
1212-050	CCITT.4 Software compression	$395	GSA: $351
1404-067	FreeForm Full Text Search Server Software (Includes up to 4 users)	$9,995	GSA: $8,883
1404-075	FreeForm User Software [per additional user up to 10-24]	$896	GSA: $795
1404-087	FreeForm User Software [per additional user up to 100-249]	$498	GSA: $441
1404-078	Freeform User software [per additional user up to 25-49]	$796	GSA: $707
1404-090	FreeForm User Software [per additional user up to 250 or more]	$398	GSA: $353
1404-081	FreeForm User software [per additional user up to 50-74]	$697	GSA: $619
1404-084	Freeform User software [per additional user up to 75-99]	$597	GSA: $530
1404-072	FreeForm User software [per additonal user up to 9]	$995	GSA: $884
1212-051	MARS Scanning software	$2,995	GSA: $2,662
1404-068	MD MARS Fax Server Software	$14,995	GSA: $13,327
1404-085	MD MARS Workstation & FreeForm [per additoanl user 100-249]	$998	GSA: $885
1404-076	MD MARS Workstation & FreeForm [per additional user 25-49]	$1,596	GSA: $1,418
1404-088	MD MARS Workstation & FreeForm [per additional user 250 or more]	$798	GSA: $709
1404-079	MD MARS Workstation & Freeform [per additional user 50-74]	$1,397	GSA: $1,241
1404-082	MD MARS Workstation & Freeform [per additional user 75-99]	$1,197	GSA: $1,063
1404-073	MD MARS Workstation & FreeForm [per additonal user 10-24]	$1,796	GSA: $1,595
1404-070	MD MARS Workstation & FreeForm [per additonal user up to 9]	$1,995	GSA: $1,773
1404-074	MD MARS Workstation Software [per additional user 10-24]	$1,346	GSA: $1,194
1404-077	MD MARS Workstation software [per additional user 25-49]	$1,196	GSA: $1,063
1404-089	MD MARS Workstation Software [per additional user 250 or more]	$598	GSA: $531
1404-080	MD MARS Workstation Software [per additional user 50-74]	$1,047	GSA: $929
1404-083	MD MARS Workstation Software [per additional user 75-99]	$897	GSA: $796
1404-071	MD MARS Workstation Software [per additional user up to 9]	$1,495	GSA: $1,328
1404-086	MD MARS Workstation [per additional user 100-249]	$748	GSA: $664
1404-061	Micro Dynamics MARS Management Software	$14,995	GSA: $13,327
1112-030	Panasonic 5.25" 940MB WORM	$3,550	GSA: $3,217
1404-064	Panasonic 5.25" Optical WORM Jukebox Software	$29,995	GSA: $26,658
1112-029	Sigma Design L-View Adater Card	$395	GSA: $384
1112-028	Single User Bundled System	$30,000	GSA: $25,383
1404-063	Sony 12" Optical WORM Drive Software	$9,995	GSA: $8,883
1404-065	Sony 12" Optical WORM Jukebox Software	$49,995	GSA: $44,433
1404-066	Text Recognition Software [per Calera Recognition Server]	$9,995	GSA: $8,883

MICRONET

1401-536	1001mb 3.5" Int. SCSI-2 Sys. for IIci, IIcx, Quadra 700	$2,195	OM: $2,085
1401-553	1011mb Ext. Drive	$3,495	OM: $3,320
1401-554	1011mb Ext. SCSI-2 Sys. w/ NuPort Card	$3,795	OM: $3,605
1401-537	1012mb 3.5" Int. SCSI-2 Sys. for IIci, IIcx, Quadra 700	$2,295	OM: $2,180
1401-566	1012mb Ext. SCSI-2 Sys. w/ NuPort Card	$3,145	OM: $2,988
1401-541	1012mb Int. w/NuPort II card for IIci, IIcx, Quadra 700	$2,595	OM: $2,465
1401-550	1012mb Int. HD for Quadra 900	$2,195	OM: $2,085
1401-542	1186mb Int. w/NuPort II card for IIci, IIcx, Quadra 700	$3,295	OM: $3,130
1401-547	120mb Internal HD for Powerbk	$895	OM: $850
1401-538	1240mb 3.5" Int. SCSI-2 Sys. for IIci, IIcx, Quadra 700	$2,995	OM: $2,845
1401-567	1240mb Ext. SCSI-2 Sys. w/ NuPort Card	$3,695	OM: $3,510
1401-223	128mb 3.5" Optical Drive w/1 cartridge	$1,895	OM: $1,800
1401-555	1309mb Ext. Drive	$4,195	OM: $3,985
1401-556	1309mb Ext. SCSI-2 Sys. w/ NuPort Card	$4,495	OM: $4,270
1401-557	1350mb Ext. Drive	$4,095	OM: $3,890
1401-558	1350mb Ext. SCSI-2 Sys. w/ NuPort Card	$4,395	OM: $4,175
1401-532	150mb 3M Blank Tape Cartridge 600 ft.	$49	OM: $47
1401-229	2.0GB DAT Backup w/ Retrospect Remote s/ware	$2,395	OM: $2,275
1401-036	200mb Transportable Ext. HD	$895	OM: $850
1401-559	2130mb Ext. Drive	$5,495	OM: $5,220
1401-560	2130mb Ext. SCSI-2 Sys. w/ NuPort Card	$5,795	OM: $5,505
1401-561	2780mb Ext. Drive	$7,095	OM: $6,740
1401-562	2780mb Ext. SCSI-2 Sys. w/ NuPort Card	$7,395	OM: $7,025
1401-572	3.5" Optical Drive w/ cartridge for all Macs	$1,895	OM: $1,800
1401-568	313mb Ext. SCSI-2 Sys. w/ NuPort Card	$1,995	OM: $1,895
1401-543	313mb Int. w/NuPort II card for IIci, IIcx, Quadra 700	$2,345	OM: $2,228
1401-533	320mb 3M Blank Tape Cartridge 600 ft.	$59	OM: $56
1401-530	3GB High Density Recording Tape for DAT drives-60 meter	$29	OM: $28
1401-569	414mb Ext SCSI-2 Sys. w/ NuPort Card	$1,995	OM: $1,895
1401-544	414mb Int. w/NuPort II card for IIci, IIcx, Quadra 700	$1,795	OM: $1,705
1255-256	414mb Int. HD for IIci,cx, Q700	$1,495	OM: $1,420
1401-073	414mb Int. HD for SE, SE/30, II, IIx, IIfx	$2,745	OM: $2,608
1401-539	515mb 3.5" Int. SCSI-2 Sys. for IIci, IIcx, Quadra 700	$1,695	OM: $1,610
1401-570	515mb Ext. SCSI-2 Sys. w/ NuPort Card	$2,195	OM: $2,085
1401-545	515mb Int. w/NuPort II card for IIci, IIcx, Quadra 700	$1,995	OM: $1,895
1401-551	515mb Int. HD for Quadra 900	$1,695	OM: $1,610
1401-540	520mb 3.5" Int. SCSI-2 Sys. for IIci, IIcx, Quadra 700	$2,095	OM: $1,990
1401-534	525mb 3M Blank Tape Cartridge 1000 ft.	$89	OM: $85
1401-571	540mb Ext. SCSI-2 Sys. w/ NuPort Card	$2,095	OM: $1,990
1401-546	540mb Int. w/NuPort II card for IIci, IIcx, Quadra 700	$1,895	OM: $1,800
1401-531	5GB Extended Length Recording Tape for DAT drives-60 meter	$44	OM: $42
1401-529	600mb Teac Blank Cassette Tape	$49	OM: $47
1401-563	644mb Ext. Drive for all Macs	$3,445	OM: $3,273
1401-564	644mb Ext. SCSI-2 Sys. w/ NuPort Card	$4,045	OM: $3,843
1401-565	660mb Ext. Drive	$2,945	OM: $2,798
1401-548	80mb Internal HD for Powerbk	$695	OM: $660
1401-528	80mb Transportable Ext. HD for all Macs	$645	OM: $613
1401-230	84mb Ext. Syquest HD sys.	$995	OM: $945

Product Listings By Vendor

Falcon Part #	Product Name	Retail Price	Falcon Price
1255-233	Blank 44mb Syquest Removable Cart. - 1 pack	$98	OM: $93
1255-236	Blank 44mb Syquest Removable Cart. - 10 pack	$925	OM: $879
1401-324	DataShuttle Chas. w/NuPort SCSI	$2,645	OM: $2,513
1401-323	DataShuttle Chassis for removeable HD	$2,345	OM: $2,228
1401-328	DataShuttle Removable 1011 mb Hard Disk Canister	$3,995	OM: $3,795
1401-329	DataShuttle Removable 1350 mb Hard Disk Canister	$4,595	OM: $4,365
1401-325	DataShuttle Removable 323 mb Hard Disk Canister	$2,495	OM: $2,370
1401-326	DataShuttle Removable 414 mb Hard Disk Canister	$2,545	OM: $2,418
1401-327	DataShuttle Removable 644 mb Hard Disk Canister	$4,445	OM: $4,223
1401-535	Disk Mirroring Kit	$495	OM: $470
1401-300	Internal Photo CD-ROM w/caddy	$895	OM: $850
1255-257	Micronet 1011mb Int. HD for Quadra 900	$2,995	OM: $2,845
1401-368	Micronet 124mb Ext. HD System	$665	OM: $632
1401-366	MicroNet 2-3gb Sony DAT Backup in SS cabinet w/ Retrospect Remote	$2,495	OM: $2,370
1401-369	Micronet 240mb Ext. HD System	$915	OM: $869
1401-353	MicroNet 3-8gb internal Sony 4mm Tape Backup System -- DAT	$2,495	OM: $2,370
1401-365	MicroNet 3-8gb Sony DAT Backup in CPKD cabinet w/ Retro- spect Remote	$2,595	OM: $2,465
1401-367	MicroNet 3-8gb Sony DAT Backup in SS cabinet w/ Retrospect Remote	$2,695	OM: $2,560
1255-245	Micronet 3.5" Optical Cartridge for MO128	$59	OM: $56
1401-364	MicroNet 320mb Tandberg Tape Sys.w/ Retrospect Remote	$1,845	OM: $1,753
1401-350	Micronet 42mb Internal SyQuestdrive for Quadra 900/ 950	$545	OM: $518
1401-357	Micronet 5.25" Optical Cartridge	$199	OM: $189
1401-358	Micronet 5.25" 882mb Rewritable Optical Tahiti-II drive	$5,145	OM: $4,888
1401-355	Micronet 5.25" Sony Rewritable Optical 572mb drive	$3,795	OM: $3,605
1401-356	Micronet 5.25" Sony Rewrt. Optical 572mb drive w/Retrospect Remote	$3,995	OM: $3,795
1401-359	Micronet 5.25" Tahiti-II Optical Cartridge	$259	OM: $246
1401-352	Micronet 525mb internal Tape backup for Quadra 900/ 950	$1,645	OM: $1,563
1255-242	Micronet 600mb Tape Backup w/ Retrospect Remote	$1,495	OM: $1,420
1255-246	Micronet 644mb Int. 040 Hard Drive for Quadra 900	$3,245	OM: $3,083
1401-351	Micronet 84mb Internal SyQuestdrive for Quadra 900/ 950	$745	OM: $708
1255-239	Micronet Combo 42/84 Syquest HD Sys.	$1,790	OM: $1,701
1255-244	Micronet Int. 3.5" Optical w/ 1 cartridge	$1,695	OM: $1,610
1401-360	Micronet Photo CD-ROM Drive w/ caddy	$995	OM: $945
1401-346	Micronet Q 900 / 950 1168mb Int. HD	$2,295	OM: $2,180
1401-347	Micronet Q 900 / 950 1309mb Int. HD	$3,695	OM: $3,510
1401-349	Micronet Q 900 / 950 2130mb Int. HD	$4,995	OM: $4,745
1401-345	Micronet Q 900 / 9501001mb Int. HD	$2,195	OM: $2,085
1401-348	Micronet Q 900 / 9501350mb Int. HD	$3,595	OM: $3,415
1401-344	Micronet Q 900/ 950 520mb Int. HD	$1,595	OM: $1,515
1401-317	Micronet Raven 030 1030mb	$4,890	OM: $4,646
1401-318	Micronet Raven 030 1288mb	$8,090	OM: $7,686
1401-319	Micronet Raven 030 2022mb	$8,490	OM: $8,066
1401-320	Micronet Raven 030 2618mb	$9,190	OM: $8,731
1401-321	Micronet Raven 030 2700mb	$8,790	OM: $8,351
1401-322	Micronet Raven 030 4060mb	$12,790	OM: $12,151
1401-316	Micronet Raven 030 646 mb	$5,090	OM: $4,836
1401-335	Micronet Raven 040 1030 mb external disk array	$3,790	OM: $3,601
1401-331	Micronet Raven 040 1030 mb internal disk array	$3,390	OM: $3,221
1401-338	Micronet Raven 040 1288 mb external disk array	$6,890	OM: $6,546
1401-339	Micronet Raven 040 2022 mb external disk array	$7,290	OM: $6,926
1401-336	Micronet Raven 040 2024 mb external disk array	$4,990	OM: $4,741
1401-332	Micronet Raven 040 2024 mb internal disk array	$4,590	OM: $4,361
1401-333	Micronet Raven 040 2372 mb internal disk array	$5,990	OM: $5,691
1401-337	Micronet Raven 040 2480 mb external disk array	$6,380	OM: $6,061
1401-340	Micronet Raven 040 2618 mb external disk array	$8,390	OM: $7,971
1401-341	Micronet Raven 040 2700 mb external disk array	$8,190	OM: $7,781
1401-342	Micronet Raven 040 4060 mb external disk array	$10,990	OM: $10,441
1401-343	Micronet Raven 040 5560 mb external disk array	$14,190	OM: $13,481
1401-334	Micronet Raven 040 626 mb external disk array	$3,890	OM: $3,696
1401-330	Micronet Raven 040 646mb internal disk array	$3,490	OM: $3,316
1401-549	Micronet Raven 040 Ext. 1080mb Half Hgt. for Quadra 900	$3,590	OM: $3,411
1401-552	Micronet Raven 040 Int. 1080mb Half Hgt. for Quadra 900	$3,190	OM: $3,031
1401-361	MicroNet SyQuest 84mb Removable HD	$1,195	OM: $1,135
1255-234	Micronet Twin 42mb syquest HD sys.	$1,190	OM: $1,131
1401-362	MicroNet Twin 84mb SyQuest Removable Drive Sys.	$1,990	OM: $1,891
1401-363	MicroNet155mb TEAC Collegiate Pack Tape Backup Unit	$1,095	OM: $1,040
1401-231	Syquest 88mb Blank cartridge 1 pack	$148	OM: $141
1401-527	Syquest 88mb Blank cartridge 10 pack	$1,445	OM: $1,373
1255-232	Syquest removable HD sys.	$695	OM: $660

MICROSOFT

1635-260	Competitive Upgrade - Microsoft Project/Mac	$199	OM: $199
1636-233	DOS 6.0 - 3.5"" Media	$130	OM: $123
1636-234	DOS 6.0 - 5.25"" Media	$130	OM: $123
1636-236	DOS 6.0 Multiple License Pack	$111	OM: $105
1635-574	Excel for Windows 3.5" diskettes	$495	OM: $324
1635-932	Excel Mac Multiple License Pak-100	$35,640	OM: $33,858
1635-931	Excel Mac Multiple License Pak-20	$7,920	OM: $7,524
1699-107	Microsoft Office/Mac (Word 5.1, Excel 4.0, PowerPoint3.0, Mail node)	$750	OM: $475
1226-017	Microsoft Excel 4.0/Mac (30 day money back quarantee)	$495	OM: $295
1634-956	Microsoft Excel for Windows License Pack	$425	OM: $268
4611-078	Microsoft Excel License Pak/Mac (version 4.0)	$395	OM: $243
1635-148	Microsoft Excel Upgrade for the (to 4.0)	$129	OM: $123
1635-150	Microsoft Excel Upgrade for Windows 3.5"	$129	OM: $129
1635-149	Microsoft Excel Upgrade for Windows 5.25"	$129	OM: $129
1634-014	Microsoft File/Mac	$195	OM: $126
1226-019	Microsoft Mac Mail 5 Workstation Add Pack	$395	OM: $269
1634-474	Microsoft Mac Mail Workstation (20 Mail Nodes)	$1,349	OM: $949
1634-458	Microsoft Mail Server (Server & 1 Workstation)	$395	OM: $269
4611-058	Microsoft Mouse (Bus) w/ PaintBrush & Menus	$150	OM: $103
4611-056	Microsoft Mouse (Bus) w/ Windows 3.1	$225	OM: $154
4611-054	Microsoft Mouse (Serial) w/ PaintBrush & Menus	$150	OM: $100
4611-057	Microsoft Mouse (Serial) w/ Windows 3.1	$225	OM: $154
1635-308	Microsoft Office License Pak	$640	OM: $405
1634-951	Microsoft Office-CD ROM version	$750	OM: $475
1226-020	Microsoft PC Mail Workstation (5 Mail Node)	$395	OM: $259
1699-032	Microsoft PC Word ("PC Word Plus" w/AddressBook 3.5")	$450	OM: $233
1699-014	Microsoft PC Word ("PC Word Plus" w/AddressBook) 5.25"	$450	OM: $220
1634-955	Microsoft PC Word License Pak	$295	OM: $236
1634-102	Microsoft PowerPoint for Windows (5.25" media)	$495	OM: $320
1635-871	Microsoft PowerPoint for Mac 3.0 Competitive Version Upgrade	$129	OM: $123
1635-460	Microsoft PowerPoint for the Mac	$495	OM: $294
1635-464	Microsoft PowerPoint for the Mac ver. 3.0 Upgrade	$129	OM: $128
1635-406	Microsoft PowerPoint for Windows License Pak	$425	OM: $262
1634-463	Microsoft PowerPoint License Pak for Mac	$395	OM: $258
1635-712	Microsoft Project for Mac Version Upgrade		
1635-093	Microsoft Project License Pak/Mac	$595	OM: $410
1635-092	Microsoft Project/Mac (30 day money back guarantee)	$695	OM: $445
1634-708	Microsoft QuickBasic/Mac	$99	OM: $63
1635-047	Microsoft Schedule+ (20 node)/Mac	$1,395	OM: $925
1635-046	Microsoft Schedule+ (5 node) Mac	$395	OM: $269
4611-055	Microsoft Windows 5.25" media	$150	OM: $90

Falcon Part #	Product Name	Retail Price	Falcon Price
1635-332	Microsoft Windows 3.1 License Pak	$128	OM: $81
4611-955	Microsoft Windows 3.1/3.5" media	$150	OM: $90
1635-278	Microsoft Word 5.1/Mac (30 day money back guarantee)	$495	OM: $295
1635-339	Microsoft Word 5.1License Pak/Mac	$425	OM: $255
1635-356	Microsoft Word for Mac Upgrade (1.X to 5.1)	$129	OM: $123
1634-954	Microsoft Word for Windows License Pak	$425	OM: $253
4611-080	Microsoft Works License Pak/Mac	$199	OM: $132
1634-019	Microsoft Works/Mac	$249	OM: $159
1635-749	MS Works for Mac Upgrade	$79	OM: $75
1635-934	Office Mac Multiple License Pak-100	$54,000	OM: $51,300
1635-933	Office Mac Multiple License Pak-20	$12,000	OM: $11,400
1635-847	PowerPoint for Windows 3.5"	$495	OM: $324
1636-239	TrueType Font Pack #1 (WIN)	$70	OM: $45
1636-240	TrueType Font Pack #1 LP (WIN)	$60	OM: $40
1636-241	TrueType Font Pack #2 (WIN)	$70	OM: $45
1636-237	TrueType Font Pack Master Set	$100	OM: $65
1636-238	TrueType Font Pack Master Set LP	$85	OM: $53
1635-842	Word for Windows 3.25" media	$495	OM: $324
1635-837	Word for Windows 5.25" media	$495	OM: $324
1635-936	Word Mac Multiple License Pak-100	$35,640	OM: $33,858
1635-935	Word Mac Multiple License Pak-20	$7,920	OM: $7,524
1635-575	Excel for Windows 5.25" diskettes	$495	OM: $324
	MICROSOFT / FOX SOFTWARE		
1634-718	FoxBASE+/ Mac	$495	OM: $329
1635-312	FoxBASE+/Mac 6-PAK	$595	OM: $375
1635-614	FoxBASE+/Mac Runtime	$500	OM: $315
	MICROTEK		
1242-106	Automatic document Feeder High	$699	GSA: $464
1245-100	MS-II 300 dpi OCR Fax Scanner	$1,195	GSA: $850
	MULTIACCESS		
1401-499	SMDSTalk Adapter	$2,995	GSA: $2,554
	NEC		
	Monitors & Cards		
5200-083	15" MultiSync Monitor Lens	$79	OM: $75
5200-088	17" MultiSync Monitor Lens	$119	OM: $113
5200-096	MultiSync 3FGx Color Monitor by NEC	$799	OM: $719
5200-095	MultiSync 4FG Monitor by NEC	$949	OM: $859
5200-086	MultiSync 5FG Monitor by NEC	$1,599	OM: $1,519
5200-087	MultiSync 6FG Monitor by NEC	$2,899	OM: $2,754
1199-233	NEC Mac FG 24X video card for FG	$1,499	OM: $1,424
1199-234	NEC Mac FG 8X video card for FG	$799	OM: $759
	Optical Drives		
1455-211	NEC PS/2 Interface Kit for CD-ROM	$149	OM: $142
1455-320	NEC CD-ROM Interface Kit for XT/AT	$89	OM: $72
1355-361	NEC CD-ROM Interface Kit for the Mac II	$37	OM: $35
5200-092	NEC Parallel to SCSI Interface for CD-ROM	$112	OM: $91
	Optical Media		
1245-204	CD-ROM Disk Cartridge	$15	OM: $14
1355-033	NEC EP toner cartridge for Models 90 ,990, 95, 95fx, 97, 97fx and 95f	$240	OM: $228
1255-093	NEC 2MB Memory Board for Model 95 and 95f	$200	OM: $190
1255-098	NEC 2nd 250 sheet cassette for Model 95 and 95f	$250	OM: $238
1255-100	NEC Face up tray for Model 95 and 95f	$39	OM: $37
1255-094	NEC Legal Cassette for Model 95 and 95f	$79	OM: $75
1155-057	NEC SilentWriter Model 95f	$1,749	OM: $1,529
5200-070	NEC Silentwriter 2 Model 90 2MB Memory Upgrade	$349	OM: $332

Falcon Part #	Product Name	Retail Price	Falcon Price
	NETWORTH		
	Hub/Concentrator		
1401-290	AUI Adapter (AUI to RJ45)	$189	GSA: $123
1401-291	Fiber to UTP Adapter	$665	GSA: $434
1401-395	NetWare Application Engine w/o Runtime	$3,995	GSA: $2,605
1401-428	NetWare Application Engine with Runtime	$4,995	GSA: $3,256
4200-085	10Base-T Host Module with AUI and 12 RJ45s	$1,995	GSA: $1,301
4200-087	10Base-T Host Module with Fiber	$2,195	GSA: $1,431
4200-086	10Base-T Module with AUI and 50 Pin Telco	$1,995	GSA: $1,301
4200-077	19" Rack-Mount Kit for the 1 Slot"	$20	GSA: $13
4200-076	19" Rack-Mount Kit for the 3 Slot"	$35	GSA: $23
4200-053	EtherManager Network Management System	$1,995	GSA: $1,301
4200-056	EtherManager Version 3.0 User's Guide	$35	GSA: $23
4200-050	EtherNext 8 Port MicroHub + 1 BNC 115V	$575	GSA: $376
4200-049	EtherNext 9 Port MicroHub 115V	$525	GSA: $342
4200-055	EtherNext Micro Hub Installation & User's Guide	$20	GSA: $13
4200-060	EtherNext Series 4000 10Base-T Host Module UTPM12-A Installation Guide	$20	GSA: $13
4200-066	EtherNext Series 4000 Host Module with Fiber UTPM12-F Installation Guide	$20	GSA: $13
4200-062	EtherNext Series 4000 Smart 10Base-T Module UTPM 12-S Installation Guide	$20	GSA: $13
4200-046	Fan Tray for Series 4000 10 Slot Enclosure	$130	GSA: $85
4200-047	FOIRL Fiber Module with 6 ST Conn	$2,395	GSA: $1,562
4200-054	Network Management Module	$2,395	GSA: $1,562
4200-058	Remote Manager User's Guide	$25	GSA: $17
4200-078	Remote Manager: Network Management System via RS-232	$995	GSA: $649
4200-068	Series 4000 1 Slot Blank Front Panel	$15	GSA: $9
4200-040	Series 4000 1 Slot Concentrator Enclosure with Power Supply	$395	GSA: $258
4200-043	Series 4000 10 Slot Concentrator Enclosure with Power Supply	$2,995	GSA: $1,953
4200-041	Series 4000 3 Slot Concentrator Enclosure with Power Supply	$995	GSA: $649
4200-042	Series 4000 6 Slot Concentrator Enclosure with Power Supply	$1,295	GSA: $845
4200-065	Series 4000 Concentrator Installation Guide	$35	GSA: $23
4200-064	Series 4000 Network Management Module NMM01 Installation Guide	$20	GSA: $13
4200-075	Series 4000 Redundant Power Supply for 10 Slot Concentrator Enclosure	$1,295	GSA: $845
4200-088	Smart 10Base-T and Network Management Module	$2,895	GSA: $1,888
4200-089	Smart Telco Module	$2,895	GSA: $1,888
4200-091	Wall Mount Kit for 10, 6, 3, 1 Slot	$125	GSA: $82
	NIC/Ethernet/PC		
4200-044	16-Bit Boot PROM	$65	GSA: $43
4200-094	EtherNext 16-Bit Network Interface Card	$249	GSA: $162
4200-083	EtherNext 16-Bit Network Interface Card/Package of 5 Cards	$995	GSA: $649
4200-093	EtherNext 8-Bit Network Interface Card	$229	GSA: $149
4200-084	EtherNext 8-Bit Network Interface Card Package of 5 Cards	$895	GSA: $584
4200-095	EtherNext Microchannel™ Network Interface Card	$309	GSA: $201
4200-090	EtherNext Microchannel™ Network Interface Card/Package of 5 Cards	$1,295	GSA: $845
	NEWER TECHNOLOGY		
5400-048	Image Magic - Nubus SDP	$995	GSA: $788
5400-050	Image Magic Quadra PDS SDP	$895	GSA: $717
5400-051	Image Magic+Quadra PDS DSP	$1,295	GSA: $1,031

Product Listings By Vendor

Falcon Part #	Product Name	Retail Price	Falcon Price
	NEWGEN		
5300-027	TurboPS/300p Printer	$1,995	GSA: $1,481
5300-026	TurboPS/400p Printer	$2,595	GSA: $1,955
5300-022	TurboPS/440B Printer	$4,495	GSA: $3,733
5300-031	TurboPS/440N Printer	$5,795	GSA: $4,799
5300-032	TurboPS/440ND	$6,495	GSA: $5,332
5300-018	TurboPS/630 Printer	$2,995	GSA: $2,488
5300-029	TurboPS/630En Printer	$3,595	GSA: $2,962
5300-028	TurboPS/660 Printer	$3,495	GSA: $2,903
5300-023	TurboPS/660B Printer	$4,995	GSA: $4,148
5300-030	TurboPS/660B Printer w/ Ethernet	$5,495	GSA: $4,562
5300-019	TurboPS/880 Printer	$4,795	GSA: $3,970
	NEWPORT SYSTEMS		
1404-056	Lan2Lan Com ISA 2 RS232	$3,095	GSA: $2,384
1404-058	Lan2Lan Com ISA 2 RS422	$3,095	GSA: $2,384
1404-057	Lan2Lan Com ISA 2 V.35	$3,095	GSA: $2,384
1404-054	Lan2Lan COM MCA 2 RS232/V.35	$3,095	GSA: $2,384
1404-055	Lan2Lan COM MCA 2 RS422	$3,095	GSA: $2,384
1404-045	Lan2Lan ISA 2 RS232	$2,490	GSA: $1,919
1404-043	Lan2Lan ISA 2 RS422	$2,490	GSA: $1,919
1404-044	Lan2Lan ISA 2 V.35	$2,490	GSA: $1,919
1404-048	Lan2Lan ISA 4 RS232	$2,890	GSA: $2,227
1404-046	Lan2Lan ISA 4 RS422	$2,890	GSA: $2,227
1404-047	Lan2Lan ISA 4 V.35	$2,890	GSA: $2,227
1404-050	Lan2Lan MCA 2 RS232/V.35	$2,490	GSA: $1,919
1404-051	Lan2Lan MCA 2 RS422	$2,490	GSA: $1,919
1404-052	Lan2Lan MCA 4 RS232/V.35	$2,890	GSA: $2,227
1404-053	Lan2Lan MCA 4 RS422	$2,890	GSA: $2,227
1404-060	Lan2Lan S/W Upgrade	$595	GSA: $459
1404-059	Lan2Lan S/W, Security PAL	$1,395	GSA: $1,075
1404-049	PC2Lan/X.25 Remote PC Node	$149	GSA: $115
	NVIEW		
1344-084	Luminator	$10,995	GSA: $8,469
1344-052	MediaPro	$7,995	GSA: $5,684
1344-150	Spectra C	$4,495	GSA: $3,551
1344-155	Spectra Mini	$2,795	GSA: $1,987
1344-083	Video Adapter	$495	GSA: $352
1344-026	ViewFrame II + 2	$1,995	GSA: $1,300
	ON TECHNOLOGY		
1166-127	Instant Update 1.0 (5 pak) - Mac	$995	GSA: $601
1635-038	Meeting Maker (10 user pkg.) - Mac	$895	GSA: $541
1635-455	Meeting Maker (5 user pkg.) - Mac	$495	GSA: $299
	ONE MILE UP		
1635-431	Federal Clip ART I: A Congress of Artwork (DOS 3.5")	$225	GSA: $160
1635-432	Federal Clip Art I: A Congress of Artwork (DOS 5.25")	$225	GSA: $160
1635-425	Federal Clip Art I: A Congress of Artwork MAC	$225	GSA: $160
1635-433	Federal Clip Art II: Aerospace Art (DOS 3.5")	$345	GSA: $245
1635-434	Federal Clip Art II: Aerospace Art (DOS 5.25")	$345	GSA: $245
1634-319	Federal Clip Art II: Air Combat Art	$345	GSA: $245
1635-435	Federal Clip Art III: Sea Combat Art (DOS 3.5")	$345	GSA: $245
1635-436	Federal Clip Art III: Sea Combat Art (DOS 5.25")	$345	GSA: $245
1634-632	Federal Clip Art III: Sea Combat Art	$345	GSA: $245
1635-437	Federal Clip Art IV: Combat Art (DOS 3.5")	$295	GSA: $210
1635-438	Federal Clip Art IV: Combat Art (DOS 5.25")	$295	GSA: $210
1635-426	Federal Clip Art IV: Combat Art	$295	GSA: $210
1635-489	Federal Clip Art IX: NASA Art (DOS 3.5")	$345	GSA: $245
1635-490	Federal Clip Art IX: NASA Art (DOS 5.25")	$345	GSA: $245
1635-488	Federal Clip Art IX: NASA Art	$345	GSA: $245
1635-427	Federal Clip Art V: Army Insignia	$345	GSA: $245
1635-439	Federal Clip Art V: Army Insignia (DOS 3.5")	$345	GSA: $245
1635-440	Federal Clip Art V: Army Insignia (DOS 5.25")	$345	GSA: $245
1635-441	Federal Clip Art VI: Diplomatic Art (DOS 3.5")	$395	GSA: $281
1635-442	Federal Clip Art VI: Diplomatic Art (DOS 5.25")	$395	GSA: $281
1635-428	Federal Clip Art VI: Diplomatic Art	$395	GSA: $281
1635-443	Federal Clip Art VII: State Art (DOS 3.5")	$295	GSA: $210
1635-444	Federal Clip Art VII: State Art (DOS 5.25")	$295	GSA: $210
1635-429	Federal Clip Art VII: State Art	$295	GSA: $210
1635-445	Federal Clip Art VIII: European Art (DOS 3.5")	$345	GSA: $245
1635-446	Federal Clip Art VIII: European Art (DOS 5.25")	$345	GSA: $245
1635-430	Federal Clip Art VIII: European Art	$345	GSA: $245
1635-492	Federal Clip Art XI: Navy Insignia (DOS 3.5")	$345	GSA: $245
1635-493	Federal Clip Art XI: Navy Insignia (DOS 5.25")	$345	GSA: $245
1635-491	Federal Clip Art XI: Navy Insignia	$345	GSA: $245
1635-495	Federal Clip Art XII: Air Force Insignia (DOS 3.5")	$345	GSA: $245
1635-496	Federal Clip Art XII: Air Force Insignia (DOS 5.25")	$345	GSA: $245
1635-494	Federal Clip Art XII: Air Force Insignia	$345	GSA: $245
	PERSONAL TRAINING SYSTEMS		
1635-819	Adobe Illustrator 3.2 Advanced illustrator	$100	GSA: $52
1635-817	Adobe Illustrator 3.2 Beginning Illustrator	$100	GSA: $52
1635-818	Adobe Illustrator 3.2 Intermediate Illustrator	$100	GSA: $52
1635-884	Adobe Photoshop 2.0.1 Photoshop Basics	$100	GSA: $52
1635-885	Adobe Photoshop 2.0.1 Photoshop Basics 2	$100	GSA: $52
1635-820	Aldus FreeHand 3.1 Beginning FreeHand	$100	GSA: $52
1635-822	Aldus FreeHand 3.1 Creating Special Effects	$100	GSA: $52
1635-821	Aldus FreeHand 3.1 Intermediate FreeHand	$100	GSA: $52
1635-883	Aldus FreeHand 3.1 Precision Drawing Techniques	$100	GSA: $52
1635-802	Aldus Pagemaker 4.2 Advanced Features	$100	GSA: $52
1635-799	Aldus PageMaker 4.2 Beginning PageMaker	$100	GSA: $52
1635-800	Aldus PageMaker 4.2 Intermediate pageMaker	$100	GSA: $52
1635-801	Aldus pageMaker 4.2 Tips & Techniques	$100	GSA: $52
1635-803	Aldus Persuasion 2.1 Beginning Persuasion	$100	GSA: $52
1635-806	Aldus Persuasion 2.1 Creating Artwork	$100	GSA: $52
1635-805	Aldus Persuasion 2.1 Creating AutoTemplates	$100	GSA: $52
1635-804	Aldus Persuasion 2.1 Intermediate Persuasion	$100	GSA: $52
1635-816	Claris FileMaker Pro 1.0 Advanced Features	$100	GSA: $52
1635-814	Claris FileMaker Pro 1.0 Advanced Layouts	$100	GSA: $52
1635-813	Claris FileMaker Pro 1.0 Beginning Layouts	$100	GSA: $52
1635-812	Claris FileMaker Pro 1.0 Creating a Database	$100	GSA: $52
1635-815	Claris FileMaker Pro 1.0 Tips & Techniques	$100	GSA: $52
1635-791	Claris HyperCard 2.1 Creating Cards & Stacks	$100	GSA: $52
1635-790	Claris HyperCard 2.1 Using HyerCard	$100	GSA: $52
1635-886	ClarisWorks 1.0 Introduction to ClarisWorks	$100	GSA: $52
1635-798	Lotus 1-2-3 1.1 Beginning Spreadsheet	$100	GSA: $52
1635-789	Performa Getting Started with Performa	$100	GSA: $52
1635-785	System 7.0 & 7.1 Converting to System 7-Part 2	$100	GSA: $52
1635-788	system 7.0 & 7.1 (New Mac User) Advanced System Features	$100	GSA: $52
1635-786	System 7.0 & 7.1 (New Mac User) Getting Started	$100	GSA: $52
1635-787	System 7.0 & 7.1 (New Mac User) Using the Mac interface	$100	GSA: $52
1635-784	System 7.0 & 7.1 Converting to System 7-Part 1	$100	GSA: $52
1635-794	Microsoft Excel 4.0 Advanced Spreadsheet	$100	GSA: $52
1635-792	Microsoft Excel 4.0 Beginning Spreadsheets	$100	GSA: $52
1635-795	Microsoft Excel 4.0 Creating Business Graphs	$100	GSA: $52
1635-793	Microsoft Excel 4.0 Intermediate Spreadsheets	$100	GSA: $52
1635-797	Microsoft Excel 4.0 Macros	$100	GSA: $52
1635-796	Microsoft Excel 4.0 Powerful Spreadsheets	$100	GSA: $52
1635-890	Microsoft Word 5.0 Additional Features	$100	GSA: $52
1635-889	Microsoft Word 5.0 Advanced Word	$100	GSA: $52
1635-887	Microsoft Word 5.0 Beginning Word	$100	GSA: $52
1635-888	Microsoft Word 5.0 Intermediate Word	$100	GSA: $52
1635-892	Microsoft Works 3.0 Introduction to Works	$100	GSA: $52

Falcon Part #	Product Name	Retail Price	Falcon Price
1635-807	QuarkXPress 3.1 Beginning QuarkXPress	$100	GSA: $52
1635-810	QuarkXPress 3.1 Color & Type	$100	GSA: $52
1635-808	QuarkXPress 3.1 Master Pages	$100	GSA: $52
1635-809	QuarkXPress 3.1 Text Formats	$100	GSA: $52
1635-811	QuarkXPress 3.1 Tips & Techniques	$100	GSA: $52
1635-891	WordPerfect 2.1 Beginning WordPerfect	$100	GSA: $52
	PINNACLE MICRO		
	CD-ROM Drives		
1245-395	Recordable CD-ROM Drive 5.25"	$3,995	GSA: $3,550
	Optical Drives		
1245-384	128 MBYTE Optical Drive 3.5" for PC'S & Compatible	$1,895	GSA: $1,684
1245-379	144 Disk Autochanger for MAC	$89,995	GSA: $71,452
1245-381	144 Disk Autochanger for PC and NOVELL	$89,995	GSA: $71,452
1245-380	144 Disk Autochanger for SUN	$89,995	GSA: $71,452
1245-370	16 Disk System/Autochanger-1 Drive	$9,995	GSA: $7,936
1245-372	16 Disk System/Autochanger-1 Drive	$9,995	GSA: $7,936
1245-373	32 Disk Autochanger	$19,995	GSA: $15,875
1245-375	32 Disk Autochanger for PC and Novell	$19,995	GSA: $15,875
1245-374	32 Disk Autochanger for SUN	$19,995	GSA: $15,875
1245-376	88 Disk Autochanger for MAC	$59,995	GSA: $47,633
1245-378	88 Disk Autochanger for PC and NOVELL	$59,995	GSA: $47,633
1245-377	88 Disk Autochanger for SUN	$59,995	GSA: $47,633
1245-283	Document Image complete package	$6,995	GSA: $5,139
1245-284	Document Image Complete Package PC	$6,995	GSA: $5,139
1245-390	Dual Optical Drive 1.3 GIG 19MSEC for PC'S & Compatible	$5,995	GSA: $5,470
1245-391	Dual Optical Drive 1.3 GIGs 19MSEC W/MAC Adapter Kit	$5,795	GSA: $5,287
1245-392	Dual Optical Hard Drive 1.3GB/19mS w/Intf	$5,995	GSA: $5,470
1245-365	Interanl Optical Drive 650MB/19mS w/intf for IBM PC	$3,095	GSA: $2,824
1245-383	Optical Drive 128 MBYTE 3.5" Drive W/MAC Adapter Kit	$1,695	GSA: $1,506
1245-387	Optical Hard Drive 128M/19mS for Sun and Sun S	$1,895	GSA: $1,684
1245-385	Optical Hard Drive 650M/19mS for MCA	$3,395	GSA: $3,098
1245-360	PMO-650 Mac Optical Drive	$2,995	GSA: $2,733
1245-361	PMO-650 PC Optical Drive	$3,195	GSA: $2,915
	PROMETHEUS		
	FAX/Modem		
1134-118	Home Office	$249	GSA: $181
1225-387	Ultima Home Office	$499	GSA: $365
	Modems		
1225-440	Fax line Manager 202	$139	GSA: $97
1134-134	ProModem 2400 Mini	$99	GSA: $72
	Software		
1225-449	Fax Line Manager 203	$169	GSA: $121
	PSI		
1244-129	14.4 High Speed Data modem w/error correction	$445	GSA: $356
1244-139	14.4/14.4 High Speed Fax/Data modem	$545	GSA: $421
1244-126	96/24 Fax/Data Modem	$175	GSA: $136
1244-127	96/24 Fax/Data modem w/error correction	$295	GSA: $237
1244-132	Internal 96/24 Fax/Data modem for PowerBook family	$195	GSA: $148
	QUARK		
1635-293	Quark XPress - Mac	$895	OM: $565
	RADIUS		
	Accelerator		
1226-078	Radius Rocket 25i	$1,199	GSA: $994
1226-073	Rocket 33	$1,799	GSA: $1,448
1226-130	SCSI-2 Booster for Rocket	$299	GSA: $248
	Accessories		
1226-080	Ergo:Shield-Two Page Color Display 21	$239	GSA: $191

Falcon Part #	Product Name	Retail Price	Falcon Price
1355-073	II Display Stand	$119	GSA: $96
1226-070	Radius Ergo : Shield for Full Page Display	$119	GSA: $96
1226-068	Radius Ergo : Shield for Pivots	$119	GSA: $95
1226-069	Radius Ergo : Shield for Precision Color Display/20 and 19	$239	GSA: $191
1226-081	Radius Ergo: Shield for TPD/19	$239	GSA: $191
1226-082	Radius Ergo: Shield for TPD/21"	$239	GSA: $191
1222-781	Tilt/Swivel, Radius Full Page Display Base	$29	GSA: $24
	Monitors & Cards		
1222-783	68882 Co-Processor	$149	GSA: $124
1226-013	Color Display /21	$2,859	GSA: $2,369
1222-774	Discontinued Radius Full Page Display-Classic Interface	$229	GSA: $188
1222-775	Full-page display-SE Interface	$229	GSA: $188
1355-116	Gray Shades Upgrade	$129	GSA: $96
1222-776	Mono Pivot-LC Interface	$299	GSA: $248
1226-336	MultiView MCA Card by Radius	$549	GSA: $455
1226-079	MultiView 24 Interface-ISA	$1,499	GSA: $1,188
1226-135	MultiView 24-MCA	$1,999	GSA: $1,609
1226-028	Pivot II-Interface	$299	GSA: $248
1222-782	Pivot-LC VRAM Upgrade Kit	$299	GSA: $256
1226-029	Pivot-SE/30 Interface	$299	GSA: $248
1226-097	PowerView External	$599	GSA: $494
1226-335	PrecisionColor 8xJ Interface	$599	GSA: $497
1226-052	PrecisionColor 24x Video Interface by Radius	$1,849	GSA: $1,533
1225-032	PrecisionColor 24XK Interface	$999	GSA: $828
1225-033	PrecisionColor 24XP	$599	GSA: $497
1355-112	PrecisionColor Calibrator by Radius	$599	GSA: $444
1226-131	PrecisionColor Display / 20S	$2,859	GSA: $2,362
1226-090	Radius Mac IIsi NuBus Adapter	$149	GSA: $123
1344-019	Radius Two-Page Display 19" TPD	$1,099	GSA: $888
1344-023	Radius Two-Page Display 21" TPD	$1,399	GSA: $1,144
1355-074	Radius Two-Page Display Mac II Interface (Monochrome) TPD	$459	GSA: $378
1355-790	Radius Two-Page Display SE/30 Interface (Monochrome) TPD	$459	GSA: $378
1226-050	SVGA MultiView Interface	$349	GSA: $280
1222-777	Two-Page Display-IIIsi Interface	$459	GSA: $378
1344-017	Two-Page Display-SE Interface	$459	GSA: $378
1226-089	UniversalColor (large) Use instead 1225-032	$999	GSA: $828
1226-333	UniversalColor (small) USE INSTEAD: 1225-033	$599	GSA: $486
1355-793	VRAM Upgrade	$599	GSA: $508
1226-337	XGA-2 (ISA)	$499	GSA: $414
	Software		
1226-132	PrecisionColor Software Bundle	$299	GSA: $248
1226-133	Rocketshare	$499	GSA: $414
	Video		
1226-338	VideoVision-Basic	$1,999	GSA: $1,658
1226-334	VideoVision-Education by Radius	$2,399	GSA: $1,989
1226-339	VideoVision-Presentation	$2,399	GSA: $1,990
	RASTEROPS		
	Monitors & Cards		
1155-160	15" Mono/Gray-Scale Portrait Monitor	$649	GSA: $500
	20T Color Display to 24MxQ or Quadra monitor cable (1024x768)	$59	GSA: $45
1155-329	20T Color Display to SPARC Card TC or TC w/ PIP monitor cable	$59	GSA: $45
1155-331	Calibrated Monitor Option Kit (110V)	$499	GSA: $384
1226-249	CorrectColor Calibrator 110V	$1,999	GSA: $1,540
	CorrectColor/20T Multiscan Trinitron Color Display	$3,999	GSA: $3,080
1155-333	CorrectColor/20T Multiscan Trinitron Color Display	$3,999	GSA: $3,080
1155-322	Custom Color 20" System	$4,998	GSA: $3,850
1155-320	Custom Color 21" System	$4,998	GSA: $3,850
1226-094	Mac monitor sense adapter	$39	GSA: $30
1226-564	Monitor Cable 15-D to 15 pin	$50	GSA: $39

Falcon Part #	Product Name	Retail Price	Falcon Price
1226-562	Monitor Cable 15-D to 1BNC	$50	GSA: $39
1226-563	Monitor Cable 15-D to 5 BNC	$56	GSA: $43
1226-088	PaintBoard Li	$999	GSA: $779
1155-332	PaintBoard PC Display Adapter	$1,299	GSA: $1,001
1155-330	PaintBoard PC to RasterOps/20 monitor cable	$59	GSA: $45
1155-328	PaintBoard PC to RasterOps/20T or IMB PC monitor cable	$59	GSA: $45
1225-606	RasterOps 1024MC	$3,429	GSA: $2,641
1100-104	RasterOps 20" Multi-mode Hitachi Display	$1,499	GSA: $1,313
1100-105	RasterOps 20" Multi-sync Trinitron Display	$2,499	GSA: $2,132
1155-327	RasterOps 20T Color Display & IBM Micro Channel Adapter Cable	$65	GSA: $50
1225-581	RasterOps 21" Grayscale Display	$1,299	GSA: $1,001
2001-008	RasterOps 21" Color Hitachi Display(75Hz)	$2,999	GSA: $2,310
1225-580	RasterOps 24 XLTV	$3,499	GSA: $2,635
1226-059	RasterOps 24MX	$1,499	GSA: $1,155
1226-060	RasterOps 24MxQ	$1,499	GSA: $1,155
1225-592	RasterOps 24Sx VideoCard	$799	GSA: $615
1225-579	RasterOps 24XLi Video Board	$2,499	GSA: $1,839
1226-033	RasterOps 8 XL Display Adapter	$599	GSA: $461
1225-514	RasterOps 8LC Display Adapter	$699	GSA: $538
1226-031	RasterOps 8XLi Video Board	$1,199	GSA: $924
1226-035	RasterOps 8XLi VRAM Expansion Kit	$1,299	GSA: $1,001
1225-571	RasterOps ClearVue/Classic Display Adapter	$399	GSA: $307
1225-570	RasterOps ClearVue/GSLC Display Adapter	$699	GSA: $538
1225-513	RasterOps ClearVue/LC Display Adapter	$399	GSA: $307
1225-572	RasterOps ClearVue/XL Display Adapter	$399	GSA: $307
1155-653	RasterOps ColorBoard 264 SE/30	$899	GSA: $692
1226-560	RasterOps Complete Color Management System	$5,999	GSA: $4,621
1226-250	RasterOps CorrectColor Mgmt Sys.	$499	GSA: $384
1355-071	RasterOps GS30 Video Card	$799	GSA: $615
1226-034	RasterOps GSXL Display Adapter	$579	GSA: $446
1155-158	RasterOps GWorld 4MB DRAM Expansion Kit	$499	GSA: $384
1155-182	RasterOps GWorld 16MB DRAM Expansion Kit	$1,999	GSA: $1,540
1225-593	RasterOps MediaTime VideoCard	$1,999	GSA: $1,495
1226-529	RasterOps Multiuser CorrectColor Calibrator	$1,099	GSA: $847
1225-605	RasterOps PaintBoard 24	$1,999	GSA: $1,540
1155-326	RasterOps PhotoPro NuBus	$999	GSA: $769
1226-065	RasterOps PhotoPro ProColor Daughter Card	$999	GSA: $769
1226-064	RasterOps PhotoPro Standard Saughter Card	$999	GSA: $769
1226-058	RasterOps ProColor 32	$3,999	GSA: $3,080
1225-577	RasterOps SPARC card TC ColorBoard	$2,999	GSA: $2,310
1225-575	RasterOps SPARC card TC PIP	$3,999	GSA: $3,080
1225-583	RasterOps SPARC Card TC/S	$1,199	GSA: $924
1225-603	RasterOps SPARC Card TV VideoCard	$1,599	GSA: $1,232
1225-576	RasterOps SPARC PIP Option	$1,599	GSA: $1,232
1226-048	RasterOps Sweet 16 Color Display	$1,499	GSA: $1,155
1226-061	RasterOps Sweet 16 System for Mac II	$2,499	GSA: $1,925
1226-062	RasterOps Sweet 16 System for Quadra	$2,499	GSA: $1,925
1226-063	RasterOps VideoTime Card	$1,499	GSA: $1,155
1225-584	SPARC Video Expander II (NTSC)	$769	GSA: $592
1226-091	Sweet 16 Video System	$3,299	GSA: $2,541
	Video		
1225-521	Accelerator for RasterOps 24STV	$259	GSA: $199
1226-841	MoviePak	$1,999	GSA: $1,540
1225-528	RasterOps 24MxTV Videocard	$2,199	GSA: $1,635
1225-519	RasterOps 24STV Video Board	$999	GSA: $769
1155-184	RasterOps Video Expander NTSC	$699	GSA: $538

RGB

	Presentation Products		
1001-001	ImageBoss 2000	$39,995	GSA: $37,915
1001-002	ImageBoss 2000H	$49,995	GSA: $47,395
1001-064	ImageBoss Creation Software 2-10	$595	GSA: $564
1001-003	ImageBoss Creation Software Qty 1	$995	GSA: $943
1001-004	Intelligent System controller	$4,995	GSA: $4,735

Falcon Part #	Product Name	Retail Price	Falcon Price

SEIKO

	Cables		
4100-128	Seiko Mac II cable (non-quadra)	$35	OM: $33
4100-130	Seiko Quadra Cable (1152x870)	$35	OM: $33
4100-129	Seiko Quadra Cable (832 x 624)	$35	OM: $33
	Cards		
4100-066	Seiko 1445 14" Trinitron Monitor - Mac	$499	OM: $486
4100-132	Seiko 17" Trinitron Monitor w/cables	$1,499	OM: $1,424
4100-124	Seiko 1760 17" Color Monitor	$1,449	OM: $1,359
4100-131	Seiko 20" Trinitron Monitor	$2,999	OM: $2,849
1225-501	Seiko 20" Trinitron Monitor for Mac	$2,199	OM: $2,137
	Printer Media		
4100-121	Seiko 3-color cartridge for Personal ColorPoint	$116	OM: $110
4100-106	Seiko 3-color inksheet for Personal ColorPoint	$263	OM: $250
4100-123	Seiko 4-color cartridge for Personal ColorPoint	$117	OM: $111
4100-112	Seiko 4-color inksheet for Personal ColorPoint	$274	OM: $260
4100-073	Seiko A-Size 3-Color Inksheet for Personal ColorPoint printers	$294	OM: $279
4100-069	Seiko A-size 4-Color Inksheet for ColorPoint PS	$280	OM: $266
4100-071	Seiko A-size OHP Film for Personal ColorPoint printers	$116	OM: $110
4100-070	Seiko A-size Paper for Personal ColorPoint printers	$40	OM: $38
4100-088	Seiko A-Super size 3-Color Inksheet for Personal ColorPoint printers	$305	OM: $290
4100-075	Seiko A-Super size 4-Color Inksheet for Personal ColorPoint printers	$300	OM: $285
4100-076	Seiko A-Super size Mono Inksheet for Personal ColorPoint printers	$280	OM: $266
4100-077	Seiko A-Super size Paper for Personal ColorPoint printers	$40	OM: $38
4100-079	Seiko B-Size 3-Color Inksheet for Personal ColorPoint printers	$350	OM: $333
4100-078	Seiko B-Size 4-Color Inksheet for Personal ColorPoint printers	$345	OM: $328
4100-084	Seiko B-Size OHP Film for Personal ColorPoint printers	$110	OM: $105
4100-082	Seiko B-Size Paper for Personal ColorPoint printers	$42	OM: $40
4100-080	Seiko B-Super size 3-Color Inksheet for Personal ColorPoint Printers	$365	OM: $347
4100-083	Seiko B-Super size Paper for ColorPoint PS printers	$55	OM: $52
4100-117	Seiko B4 paper for Personal ColorPoint	$300	OM: $285
4100-120	Seiko Fabric transfer B4 for Personal ColorPoint	$177	OM: $168
4100-119	Seiko Fabric transfer legal for Personal ColorPoint	$144	OM: $137
4100-108	Seiko Letter OHP film for Personal ColorPoint	$72	OM: $68
4100-107	Seiko Letter paper for Personal ColorPoint	$120	OM: $114
4100-122	Seiko Mono cartridge for Personal ColorPoint	$103	OM: $98
4100-111	Seiko Mono inksheet for Personal ColorPoint	$225	OM: $214
4100-115	Seiko Perforated legal paper for Personal ColorPoint	$300	OM: $285
4100-113	Seiko Postcards for Personal ColorPoint	$72	OM: $68
4100-085	Seiko Smart Label Printer Labels	$8	OM: $8
4100-126	Seiko Smart Labels - Clear	$15	OM: $14
	Printers		
4100-094	Seiko ColorPoint PSX A 10MB	$5,999	OM: $5,699
	Printers		
4100-098	Seiko ColorPoint PSX B 18MB	$8,999	OM: $8,549
	Printers		
4100-127	Seiko Personal ColorPoint PSE Printer	$3,999	OM: $3,799
4100-091	Seiko Smart Label Printer Plus/ IBM PC	$200	OM: $139
1225-503	Seiko Smart Label Printer Plus/Mac	$200	OM: $139

SHIVA

	Networking		
1134-048	NetBridge	$699	GSA: $580
1134-045	NetSerial	$399	GSA: $260
1134-061	Shiva EtherGate LocalTalk/Ethernet/Serial Gateway	$1,899	GSA: $1,238
	Remote Access		
1242-206	NetModem/E 10BaseT	$1,699	GSA: $1,409
1242-208	NetModem/E AECS	$1,699	GSA: $1,409

Falcon Part #	Product Name	Retail Price	Falcon Price
1242-207	NetModem/E Thick	$1,699	GSA: $1,409
1242-205	NetModem/E Thin	$1,699	GSA: $1,409
	Remote Access/Mac		
1242-209	LanRover/L	$699	GSA: $580
1134-062	NetModem v.32	$1,189	GSA: $986
1134-060	TeleBridge	$699	GSA: $580
	Router		
1145-305	Shiva FastPath 5 10BaseT LocalTalk-to-Ethernet gateway/router	$1,999	GSA: $1,658
1145-300	Shiva FastPath 5 Thick/Thin LocalTalk-to-Ethernet gateway/router	$1,999	GSA: $1,658
1242-198	Shiva FastPath 5R Dual Rack Mount Thick	$3,799	GSA: $3,151
1242-197	Shiva FastPath 5R Dual Rack Mount Thin	$3,799	GSA: $3,151
1242-196	Shiva FastPath 5R Single Rack Mount 10Base-T	$1,999	GSA: $1,658
1242-195	Shiva FastPath 5R Single Rack Mount Thick	$1,999	GSA: $1,658
1242-210	Shiva FastPath 5R Single Rack Mount Thin	$1,999	GSA: $1,658

STORAGE DIMENSIONS

	DAT		
1220-074	LAN 2 Gb DAT Tape Backup System	$2,495	GSA: $1,774
5500-301	MacinStor (DAT) Tape 2000	$2,495	GSA: $1,715
5500-302	Macinstor Tape 5000	$5,840	GSA: $4,016
	Hard Drives		
4200-015	Data Cannon 2FAST Quadra PDS	$999	GSA: $615
1113-700	Data Cannon SCSI Co-processor	$749	GSA: $461
1220-075	LAN 2FAST 2Gb DAT Tape Backup System	$2,760	GSA: $1,961
1220-077	LAN 2FAST 4 Gb DAT Tape Backup	$3,150	GSA: $2,241
1220-076	LAN 4 Gb DAT Tape Backup System	$2,890	GSA: $1,985
1220-072	LANStor 1050 Mb 1Bay External EISA Drive	$4,810	GSA: $3,080
1220-068	LANStor 1050 Mb External 1 Bay ISA Drive	$4,460	GSA: $2,856
1220-073	LANStor 1050 Mb External 2 Bay EISA Drive	$5,350	GSA: $3,425
1220-069	LANStor 1050 Mb External 2Bay ISA Drive	$5,000	GSA: $3,201
1220-071	LANStor 1050 Mb External EISA Drive	$4,485	GSA: $2,870
1220-067	LANStor 1050 Mb External ISA Drive	$4,135	GSA: $2,646
1220-063	LANStor 1050 Mb Internal EISA Drive	$4,185	GSA: $2,678
1220-061	LANStor 1050 Mb Internal ISA Drive	$3,835	GSA: $2,454
1220-065	LANStor 1050 Mb Internal Upgrade Drive	$3,385	GSA: $2,166
1220-056	LANStor 2FAST 1050 Mb Upgrade	$3,385	GSA: $2,166
1220-057	LANStor 2FAST 1350 Mb Upgrade	$5,065	GSA: $3,242
1220-058	LANStor 2FAST 2100 Mb Upgrade	$6,830	GSA: $4,371
1220-070	LANStor 850 Mb External EISA Drive	$3,730	GSA: $2,388
1220-066	LANStor 850 Mb External ISA Drive	$3,380	GSA: $2,164
1220-062	LANStor 850 Mb Internal EISA Drive	$3,430	GSA: $2,196
1220-060	LANStor 850 Mb Internal ISA Drive	$3,080	GSA: $1,972
1220-064	LANStor 850 Mb Internal Upgrade Drive	$2,630	GSA: $1,684
1220-059	LANStor DuPlex Kit for Eisa	$1,350	GSA: $912
1220-018	MacinStor (DAT) Tape 4000	$2,890	GSA: $1,985
1245-626	MacinStor 1000 External Drive	$2,809	GSA: $2,065
1227-049	MacinStor 1000 MB Internal Drive for Quadra 950	$2,544	GSA: $1,871
1245-625	MacinStor 1000 Mb Internal Hard Drive for II, IIx, & IIfx	$2,544	GSA: $1,871
1226-434	MacinStor 120 External Hard Drive	$889	GSA: $633
1226-433	MacinStor 120 Mb Internal Hard Drive for all Macintoshs	$624	GSA: $444
1222-772	MacinStor 1305 External Drive	$4,589	GSA: $3,374
1227-050	MacinStor 1305 MB Internal Drive for Quadra 950	$4,039	GSA: $2,967
1220-036	MacinStor 1620 Mb External Drive	$5,134	GSA: $3,772
1225-438	MacinStor 200 External Hard Drive	$1,099	GSA: $781
1225-433	Macinstor 200 Mb Internal Drive	$834	GSA: $593
1227-045	MacinStor 200 MB Internal Drive for Quadra 950	$834	GSA: $593
1220-039	MacinStor 2000 Mb External Drive	$5,599	GSA: $4,114
4200-011	MacinStor 2FAST 1000MB External	$3,024	GSA: $2,224
4200-003	MacinStor 2FAST 1000MB Internal	$2,674	GSA: $1,967
4200-006	MacinStor 2FAST 1000MB Quadra 950 Internal (1010MB unformatted)	$2,674	GSA: $1,967
4200-012	MacinStor 2FAST 1305MB External	$4,924	GSA: $3,620
4200-007	MacinStor 2FAST 1305MB Quadra 950 Internal	$4,169	GSA: $3,062
4200-013	MacinStor 2FAST 2030MB External	$9,699	GSA: $6,206
4200-008	MacinStor 2FAST 2030MB Quadra 950 Internal	$5,339	GSA: $3,922
4200-009	MacinStor 2FAST 235 Mb External	$1,429	GSA: $1,016
4200-001	MacinStor 2FAST 235 Mb Internal	$1,079	GSA: $767
4200-004	MacinStor 2FAST 235 Mb Internal Quadra 950	$1,079	GSA: $767
4200-002	MacinStor 2FAST 500 Mb Internal	$1,839	GSA: $1,351
4200-010	MacinStor 2FAST 500MB External (510MB unformatted)	$2,189	GSA: $1,608
4200-005	MacinStor 2FAST 500MB Quadra 950 Internal	$1,839	GSA: $1,351
1113-329	MacinStor 325 External Hard Drive	$1,754	GSA: $1,270
1227-046	MacinStor 325 MB Internal Drive for Quadra 950	$949	GSA: $674
1113-328	MacinStor 325 Mb Internal Hard Drive for II, IIx, IIfx	$1,489	GSA: $1,078
1401-205	MacinStor 810 Mb External Drive	$2,579	GSA: $1,895
1401-206	MacinStor 810 Mb Internal Drive	$2,314	GSA: $1,699
1401-204	MacinStor 810 Mb Internal for Quadra 950	$2,314	GSA: $1,699
1401-306	SpeedArray 1000	$4,839	GSA: $3,554
1401-308	SpeedArray 2000	$6,809	GSA: $5,004
1220-002	SpeedArray 2610	$10,354	GSA: $7,607
1401-310	SpeedArray 4000	$12,369	GSA: $9,088
1401-313	SpeedArray 4060	$12,694	GSA: $9,325
1401-315	SpeedArray 8120	$23,899	GSA: $17,552
1245-145	MacinStor 1000 MB Erasable Optical Subsystem	$5,699	GSA: $3,916
1225-458	Macinstor 650 MB Erasable Optical Subsystem	$4,149	GSA: $3,074

SUPERMAC

	Accessories		
1234-048	Adobe PostScript Level II	$1,499	GSA: $1,208
1234-047	Connectivity Kit-SCSI	$1,999	GSA: $1,611
1234-040	ProofPositive Full-Page SCSI Printer	$10,499	GSA: $8,460
1234-042	ProofPositive Two-Page SCSI Printer	$19,999	GSA: $16,115
	Monitors & Cards		
1225-610	20" Platinum Full-Page Display	$999	GSA: $896
1225-529	Digital Film	$5,999	GSA: $4,814
1355-418	SuperMac 20" Dual-Mode Trinitron Display (75Hz)	$2,849	GSA: $2,554
1355-417	SuperMac 20" SuperMatch Color Display	$1,799	GSA: $1,549
1355-425	SuperMac 21" Platinum Two Page Display (Greyscale/Mono, 75Hz)	$1,199	GSA: $1,031
1355-426	SuperMac 21" SuperMatch (Two-Page Color Display)	$2,799	GSA: $2,510
1355-421	SuperMac Monochrome Card for Mac II	$399	GSA: $342
1355-424	SuperMac Spectrum/24 PDQ Plus	$1,749	GSA: $1,568
1355-431	SuperMac Spectrum/8 LC	$399	GSA: $356
1344-037	SuperMac Spectrum/8 Series III	$479	GSA: $429
1355-436	SuperMac Spectrum/8*24 PDQ	$899	GSA: $805
1355-437	SuperMac Spectrum/8*24 PDQ si	$899	GSA: $805
1655-018	SuperMac Spigot & Sound	$579	GSA: $442
1655-019	SuperMac Spigot & Sound NuBus Pro	$1,399	GSA: $1,068
1225-534	SuperMac SuperMatch Display Calibrator	$599	GSA: $514
1255-113	SuperMac Thunder/24	$2,599	GSA: $2,329
1255-112	SuperMac Thunder/8	$1,299	GSA: $1,164
1225-609	ThunderLight	$1,999	GSA: $1,793
1225-607	ThunderStorm	$699	GSA: $602
1225-608	ThunderStorm Pro	$3,199	GSA: $2,869
1255-137	VideoSpigot LC	$299	GSA: $228
1225-568	VideoSpigot NuBus	$429	GSA: $356
1225-569	VideoSpigot Pro NuBus	$1,299	GSA: $992
1255-138	VideoSpigot Pro si	$1,299	GSA: $992
1255-136	VideoSpigot si	$349	GSA: $290

SYMANTEC

1635-538	GreatWorks	$130	OM: $186
1635-172	GreatWorks Bundle	$295	OM: $89
1699-110	Just Enough Pascal	$75	OM: $46
1634-728	MORE	$395	OM: $244

Product Listings By Vendor

Falcon Part #	Product Name	Retail Price	Falcon Price
1635-351	Norton Anti-Virus for DOS/Windows (3.5")	$130	OM: $35
1635-352	Norton Anti-Virus for DOS/Windows (5.25")	$130	OM: $35
1635-328	Norton Anti-Virus for DOS/Windows 10 Pack (Dual)	$949	OM: $345
1635-337	Norton Backup for DOS w/Tape Support (3.5")	$129	OM: $79
1635-603	Norton Backup for DOS w/Tape Support (5.25")	$129	OM: $123
1635-604	Norton Backup for Windows w/Tape Support (3.5")	$149	OM: $142
1635-316	Norton Backup Windows w/Tape Support (5.25")	$129	OM: $79
1635-091	Norton Commander (Dual) (DOS)	$149	OM: $92
1635-595	Norton Desktop for DOS (3.5")	$179	OM: $170
1635-596	Norton Desktop for DOS (5.25)	$179	OM: $170
1635-317	Norton Desktop for Windows (3.5")	$149	OM: $129
1635-336	Norton Desktop for Windows (5.25")	$149	OM: $92
1635-606	Norton Desktop for Windows Ten Pack (3.5")	$1,115	OM: $729
1635-605	Norton Desktop for Windows Ten Pack (5.25")	$1,115	OM: $729
1635-334	Norton Editor (Dual) (DOS)	$99	OM: $60
1635-848	Norton Essentials for PowerBook	$129	OM: $123
1635-849	Norton Essentials for PowerBook 10 Pack	$1,030	OM: $979
1635-353	Norton Utilities (3.5") (DOS)	$179	OM: $104
1635-354	Norton Utilities (5.25") (DOS)	$179	OM: $104
1635-329	Norton Utilities 10 Pack (Dual) (DOS)	$1,349	OM: $791
1635-357	Norton Utilities for the (NUM) (30 day money back guarantee)	$149	OM: $87
1635-758	NUM Volume Purchase (100-499)	$149	OM: $69
1635-760	NUM Volume Purchase (1000-1499)	$149	OM: $60
1635-761	NUM Volume Purchase (1500-1999)	$149	OM: $56
1635-762	NUM Volume Purchase (2000+)	$149	OM: $51
1635-759	NUM Volume Purchase (500-999)	$149	OM: $64
1635-325	On Target for Windows (3.5")	$130	OM: $124
1635-326	On Target for Windows (5.25")	$130	OM: $124
1635-319	Q & A (3.5") (DOS)	$399	OM: $242
1635-321	Q & A NetPack (Dual) (DOS)	$499	OM: $302
1635-318	Q & A (5.25") (DOS)	$399	OM: $242
1635-311	SAM 10 Pack	$749	OM: $464
1635-763	SAM Volume Purchase (100-499)	$99	OM: $46
1635-765	SAM Volume Purchase (1000-1499)	$99	OM: $40
1635-766	SAM Volume Purchase (1500-1999)	$99	OM: $37
1635-767	SAM Volume Purchase (2000+)	$99	OM: $34
1635-764	SAM Volume Purchase (500-999)	$99	OM: $43
1635-833	Symantec Anti-virus for (SAM) Upgrade		OM: $24
1634-575	Symantec Antivirus for (SAM)	$99	OM: $59
1634-570	Think C	$299	OM: $185
1634-763	Think Pascal	$249	OM: $154
1635-910	Think Reference 2.0 Replaces 1635-097	$129	OM: $85
1635-322	Time Line (3.5") (DOS)	$699	OM: $433
1635-323	Time Line (5.25") (DOS)	$699	OM: $433
1635-324	Time Line LAN (Dual) (DOS)	$599	OM: $371
	SYNCH RESEARCH		
1404-031	SNAC/TRC	$9,650	GSA: $6,861
1404-032	SNAC/TRC	$12,360	GSA: $8,788
1404-035	SNAC/TRC	$12,360	GSA: $8,788
1404-036	SNAC/TRC	$15,070	GSA: $10,715
1404-039	SNAC/TRC	$17,780	GSA: $12,642
1404-040	SNAC/TRC	$17,780	GSA: $12,642
	SYNERGY		
1645-134	KaleidaGraph - Mac	$249	GSA: $133
1632-016	VersaTerm - Mac	$149	GSA: $79
1632-017	VersaTerm Pro - Mac	$295	GSA: $157
	SYSKONNECT		
1404-170	SysKonnect Passport Software (single user)	$103	GSA: $79

Falcon Part #	Product Name	Retail Price	Falcon Price
	TALLGRASS		
1401-805	12 Cartridge magazine for AutoDAT	$149	GSA: $99
1401-783	AutoDAT External Autoloader, 48GB***DAT Bakup, SCSI	$12,995	GSA: $8,222
1401-810	DAT Head Cleaning Kit for FS1300/4000/4000DC and AutoDAT	$42	GSA: $29
1401-796	External Floppy Interface Expansion kit for unit sharing	$75	GSA: $55
1401-803	External shielded SCSI cable for Adaptec host adapters	$42	GSA: $31
1401-804	External shielded SCSI cable for Adaptec PS/2 host adapter	$95	GSA: $69
1401-802	External shielded SCSI cable for Tallgrass host adapters	$32	GSA: $25
1401-785	FileSECURE EnterpriZ for Novell, 3.5 & 5.25" disks, SCSI	$895	GSA: $580
1401-786	FileSECURE for DOS and Novell, 3.5 & 5.25" disks, all drives	$129	GSA: $93
1401-788	FileSECURE IX, 3.5" disks, UNIX/XENIX systems	$495	GSA: $353
1401-787	FileSECURE IX, 5.25" disks, UNIX/XENIX systems	$495	GSA: $353
1401-780	FS3000 External, 1.3-2.7GB* Tape Backup, SCSI	$3,495	GSA: $2,219
1220-080	FS4000 External 1.2-4.0 GB DAT w/ retrospect for the Mac	$3,995	GSA: $2,535
1401-781	FS4000 External, 2.0-4GB* DAT Backup, SCSI	$3,995	GSA: $2,535
1401-784	FS4000 External, 2.0-4GB* DAT Backup, SCSI	$4,095	GSA: $2,598
1401-782	FS4000DC External, 2.0-4GB***DAT Bakup, SCSI	$4,895	GSA: $3,103
1220-078	FS500 External, 150-500 MB w/ retrospect for the Mac	$1,795	GSA: $1,144
1401-779	FS500 External, 250-500MB* Tape Backup, SCSI	$1,795	GSA: $1,144
1401-809	Head Cleaning Kit for FS500/1000/3000	$59	GSA: $42
1401-794	NetSECURE agent option for workstations	$495	GSA: $322
1401-795	NetSECURE agent option for UNIX workstations	$495	GSA: $322
1401-792	NetSECURE Changer NLM (for AutoDAT only)	$1,195	GSA: $774
1401-790	NetSECURE NLM v4.0 (20 user) - SCSI only	$1,195	GSA: $774
1401-791	NetSECURE NLM v4.0 (unlimited user) - SCSI only	$1,895	GSA: $1,226
1401-793	Performance Diagnostic Tool, networking utility	$99	GSA: $72
1401-797	SCSI Host Adapter	$249	GSA: $179
1401-798	SCSI Host Adapter (PS/2)	$299	GSA: $213
1401-799	SCSI Host Adapter for FileSECURE/OverNet/NetSECURE	$184	GSA: $132
1401-800	SCSI Host Adapter for NetSECURE/Sytos (PS/2)	$795	GSA: $566
1401-801	SCSI Host Adapter for Sytos	$595	GSA: $424
	TECHWORKS		
	Memory		
1166-264	10 MB PowerRAM Memory Module (PowerBook 160/180)	$695	GSA: $603
1300-103	16 MB Memory Upgrade Kit	$660	GSA: $626
1300-104	16 MB Memory Upgrade Kit (Mac IIfx)	$660	GSA: $626
1166-202	2 MB Memory Upgrade Kit	$125	GSA: $101
1300-116	2 MB PowerRAM (PowerBook 100/140/145/160/170/180)	$195	GSA: $190
1166-265	2 MB PowerRAM Duo Memory Module (PowerBook 210/230)	$129	GSA: $129
1166-270	20 MB PowerRAM Duo Memory Module (PowerBook 210/230)	$2,730	GSA: $2,730
1300-114	256K VRAM for the Quadra 700/900/950	$49	GSA: $45
1166-200	4 MB Memory Upgrade Kit	$250	GSA: $201
1166-266	4 MB PowerRAM Duo Memory Module (PowerBook 210/230)	$229	GSA: $224
1300-117	4 MB PowerRAM Memory Module (PowerBook 140/145/170)	$395	GSA: $307
1300-113	512K VRAM for Mac LC/LCII/Duo Docking Station, IIvx	$69	GSA: $69
1300-118	6 MB PowerRAM Memory Module (PowerBook 140/145/170)	$595	GSA: $437
1166-260	6 MB PowerRAM Memory Module (PowerBook 160/180)	$395	GSA: $378
1300-105	64 MB Memory Upgrade Kit (For MacIIci, Quadra 900)	$3,200	GSA: $2,799
1300-106	64 MB Memory Upgrade Kit (Mac IIfx)	$3,200	GSA: $2,799
1166-141	64MB Memory Upgrade Kit (Quadra 950)	$3,200	GSA: $2,799
1300-100	8 MB Memory Upgrade Kit (2 - 4x8's)	$330	GSA: $313
1300-102	8 MB Memory Upgrade Kit for IIci and IIsi	$329	GSA: $329

Falcon Part #	Product Name	Retail Price	Falcon Price
1166-268	8 MB PowerRAM Duo Memory Module (PowerBook 210/230)		
		$399	GSA: $399
1166-263	8 MB PowerRAM Memory Module (PowerBook 160/180)	$595	GSA: $544
	Networking		
4100-699	GraceLAN Asset Manager	$895	GSA: $477
1225-852	GraceLAN Network Manager, Standard 50-user pack (Version 2.0)		
		$495	GSA: $264
1225-853	GraceLAN Network Mgr 50 Node Upgrade pack	$195	GSA: $104
4100-696	GraceLAN Network Mgr Corporate Unlimited (Version 2.0)		
		$1,195	GSA: $637
4100-698	GraceLAN Update Manager (multiple zone)	$495	GSA: $264
4100-697	GraceLAN Update Manager (single zone)	$295	GSA: $157
8324-019	Net Utilities	$129	GSA: $69
	Software		
1400-142	Spiral	$129	GSA: $69
	TEKTRONIX		
	Accessories		
1555-678	22 font uprade for Phaser 200e	$595	GSA: $564
1555-674	lower tray assembly for Phaser 200	$495	GSA: $440
1555-592	Phaser III Starter Kit	$350	GSA: $311
	Bundle		
1555-048	Accessory Kit for ColorQuick	$150	GSA: $133
1555-049	PC Accessory Kit for ColorQuick	$250	GSA: $222
	Cables		
1555-648	ThickNet EtherNet adaptor for Phaser 200i, Phaser III PXi, and Phaser II SD		
		$225	GSA: $200
1555-649	ThinNet EtherNet Adaptor for Phaser 200i, Phaser III PXi, and Phaser II SD		
		$225	GSA: $200
1555-650	Twisted Pair EtherNet adaptor for Phaser 200i, Phaser III PXi, and Phaser II SD		
		$225	GSA: $200
	Memory		
1555-619	16 MB RAM Upgrade for Phaser II SD	$1,995	GSA: $1,773
1555-105	4 MB RAM Upgrade Kit for All Tek Printers	$495	GSA: $440
	Printers		
1555-047	ColorQuick Ink Jet Printer	$2,345	GSA: $2,084
1555-617	Firmware Upgrade v. 2.08 for Phaser III	$295	GSA: $262
1555-606	Font Upgrade kit for the Phaser II PXe	$595	GSA: $529
1555-618	Internal EtherTalk Controller for Phaser II SD, Phaser III PXi, and Phaser 200i		
		$695	GSA: $618
1555-660	Phaser 200e Color Thermal Wax Printer	$3,695	GSA: $3,503
1555-659	Phaser 200i Color Thermal Wax Printer	$5,995	GSA: $5,328
1555-614	Phaser II SD Dye Sublimation Color Printer	$9,995	GSA: $8,883
1555-561	Phaser III Pxi Color Printer with 10 MB of RAM	$9,995	GSA: $8,883
1555-543	Phaser III Pxi Color Printer with 14 MB of RAM	$10,885	GSA: $9,674
1555-615	Phaser Media Laminator	$995	GSA: $884
1555-141	Upgrade to Phaser II PXi from Phaser II SX, DX, or PX	$2,495	GSA: $2,217
1555-613	Upgrade to Phaser PXi	$2,495	GSA: $2,217
	Software		
1555-591	PhaserSym Print Symbiont	$495	GSA: $440
1555-574	S-Print Color Print Utility	$995	GSA: $884
1555-652	X-Print screen Utility for DEC Ultrix	$985	GSA: $875
1555-594	X-Print Screen Utility for HP 9000	$985	GSA: $875
	TELEBIT		
5010-016	T2500 Standalone Modem	$949	GSA: $619
5400-028	TrailBlazer Plus PC	$799	GSA: $521
5400-029	TrailBlazer Plus PS	$849	GSA: $553
5400-030	TrailBlazer Plus Rackmount Modem	$749	GSA: $488
5400-031	TrailBlazer Standalone Plus	$849	GSA: $553
	TRIK		
1635-738	NetDistributor PRO 100 users	$695	GSA: $412
1635-392	Nok Nok (single user)	$50	GSA: $30

Falcon Part #	Product Name	Retail Price	Falcon Price
	TUTANKHAMON		
1404-008	4 Port Ethernet Hub	$499	GSA: $354
1404-005	4 Port Thin Ethernet Repeater	$499	GSA: $354
1404-009	4 Port UTP Repeater w/1 Long Distance port	$1,499	GSA: $1,065
1404-010	8 Port Ethernet Hub	$899	GSA: $639
1404-006	8 Port Thin Ethernet Repeater	$899	GSA: $639
1404-004	AUI to UTP Active Balun	$199	GSA: $141
	VISIX		
5665-014	Looking Glass Advantage DECstation	$2,495	GSA: $1,774
5665-006	Looking Glass Advantage for HP9000 / 300 and 400	$2,495	GSA: $1,774
5665-007	Looking Glass Advantage for HP9000 / 700	$2,495	GSA: $1,774
5665-008	Looking Glass Advantage for IBM RS/6000	$2,495	GSA: $1,774
5665-009	Looking Glass Advantage for Silcon Graphics Iris Indigo	$2,495	GSA: $1,774
5665-010	Looking Glass Advantage for Sun 4 & SPARCstation	$2,495	GSA: $1,774
5665-001	Looking Glass Pro. for Data General AViiON platform	$795	GSA: $565
1226-213	Looking Glass Pro. - DECstation	$795	GSA: $565
4100-702	Looking Glass Professional HP 9000/300 and 400	$795	GSA: $565
1404-026	Looking Glass Professional HP 9000/700	$795	GSA: $565
1401-264	Looking Glass Professional IBM RS/6000	$795	GSA: $565
1114-005	Looking Glass Professional Silicon Graphics Iris Indigo	$795	GSA: $565
4100-704	Looking Glass Professional Sun 4 and SPARCstation	$795	GSA: $565
	WELLFLEET		
1401-138	10 in. Male DSX - 1/Male DSX-1	$85	GSA: $65
1401-128	10 meter FDDI Singe Attach. FSD to FDDI ST Cable	$450	GSA: $347
1401-127	10 meter FDDI Single Attach FDS to FSD Cable	$450	GSA: $347
1401-125	15 Ft , 9 pin to Token Ring Data	$195	GSA: $150
1401-137	15 ft, 15 pin Male RS449	$110	GSA: $85
1401-129	15 ft, 15 pin male V.35 no DTR	$150	GSA: $116
1401-130	15 ft, 15 pin male V.35 w/DTR	$150	GSA: $116
1401-133	15 ft. 15 pin Mail X.21	$150	GSA: $116
1401-136	15 ft. 15 pin to 15 pin Sync. Crossover	$150	GSA: $116
1401-139	15 ft. Mail DSX - 1/Male DSX-1	$95	GSA: $73
1401-134	15 ft., 15 pin Male RS232	$85	GSA: $65
1401-131	15 ft., 15 pin Male RS232 Sync. Pass Thru	$150	GSA: $116
1401-135	15 ft., 15 pin Male V.28 Cable	$85	GSA: $65
1401-132	15 ft., 15 pin Male V.35 Sync. Pass Thru	$150	GSA: $116
1401-124	15 ft., 15 pin to 15 pin Ethernet cable	$195	GSA: $150
1401-126	15 ft., 9 pin/ RJ11 Token Ring Cable	$195	GSA: $150
1401-727	25 Foot RS232 M-M Modem Cable	$100	GSA: $77
1401-143	25 ft. RS232 to 9 pin Male-Male Modem Cable	$85	GSA: $65
1401-140	25 ft. RS232 Male-Female Sys. Cntrllr.	$95	GSA: $73
1401-676	3-1/2 Inch Floppy Disk Drive	$250	GSA: $193
1401-692	5 MByte Memory Upgrade: Field Upgrade Kit	$950	GSA: $732
1401-675	5-1/4 Inch Floppy Disk Drive	$250	GSA: $193
1401-677	5-1/4 Inch to 3-1/2 Inch Floppy Drive Upgrade Kit	$300	GSA: $231
4100-902	802.1 Transparent/SRT Bridge Software	$1,000	GSA: $770
1401-693	Advanced Communications Engine - 5 MB ACE	$4,250	GSA: $3,274
1401-694	Advanced Communications Engine - ACE 030	$5,500	GSA: $4,236
1401-748	Advanced TCP/IP Technology	$1,600	GSA: $1,232
1401-667	AFN (Equipped with daughterboard for full CCITT V.35 Compliance)		
		$6,095	GSA: $4,695
1401-668	AFN (RS449/RS422 Interface Option)	$5,995	GSA: $4,618
1401-669	AFN (RS449/RS423 Interface Option)	$5,995	GSA: $4,618
1401-665	AFN (V.35, V.28 and RS232 Interface Options)	$5,995	GSA: $4,618
1401-666	AFN (X.21 Interface Option)	$5,995	GSA: $4,618
1401-742	AFN Ancillary Documentation	$150	GSA: $116
1401-711	AFN Console Cable	$95	GSA: $73
1400-958	Appletalk Phase 2 Router Software	$1,000	GSA: $770
1401-713	BCN Base Unit	$24,000	GSA: $18,486
1401-724	BCN Base Unit	$22,000	GSA: $16,946
1401-725	BCN Power Supply	$2,500	GSA: $1,926
1401-712	BLN Base Unit	$12,000	GSA: $9,243
1401-721	BLN Base Unit	$10,000	GSA: $7,702

Product Listings By Vendor

Falcon Part #	Product Name	Retail Price	Falcon Price
1401-722	BLN Power Supply	$2,000	GSA: $1,540
1401-723	BLN Tabletop Enclosure	$300	GSA: $231
1401-719	BLN/BCN Redundant System Resource Module (SRM-F)	$1,500	GSA: $1,155
1401-075	CN Base Unit - 110 Volts	$15,000	GSA: $11,554
1401-671	CN Base Unit - 220 Volts	$15,000	GSA: $11,554
1401-689	CN Power Supply - 110 Volts	$3,000	GSA: $2,311
1401-690	CN Power Supply - 220 Volts	$3,000	GSA: $2,311
1401-687	concentrator Node Base Unit - 110 Volts	$14,000	GSA: $10,784
1401-688	Concentrator Node Base Unit - 220 Volts	$14,000	GSA: $10,784
1401-104	DE/DSDE HSF Expansion Option	$500	GSA: $385
1401-116	DECnet Phase IV Router Software	$1,000	GSA: $770
1401-707	Dual Ethernet - High speed Filters Link Module	$3,500	GSA: $2,696
1401-106	Dual Ethernet ILI - High Performance Filters	$7,000	GSA: $5,392
1401-102	Dual Ethernet ILI-HSF	$6,500	GSA: $5,007
1401-107	Dual Ethernet/ Dual Synchronous ILI High Perf. Filter	$11,000	GSA: $8,473
1401-103	Dual Ethernet/ Dual Synchronous ILI-HSF	$9,000	GSA: $6,932
1401-705	Dual Ethernet/Dual Port Sync Link Module	$4,500	GSA: $3,466
4100-901	Dual Ethernet/Dual Port Synchronous ILI DSDE	$8,000	GSA: $6,162
1401-708	Dual Ethernet/Dual Sync - High speed Filters Link Module	$5,500	GSA: $4,236
1401-096	Dual Port E1 (CEPT) Framer/Multiplexer ILI	$7,500	GSA: $5,777
1401-700	Dual Port E1 Framer/Multiplexer Link Module	$3,500	GSA: $2,696
1401-098	Dual Port Ethernet ILI	$4,500	GSA: $3,466
1401-105	Dual Port Ethernet ILI- High Performance	$6,000	GSA: $4,622
1401-702	Dual Port Ethernet Link Module	$2,000	GSA: $1,540
1401-695	Dual Port T1 Framer Link Module	$3,500	GSA: $2,696
1401-696	Dual Port T1 Framer Link Module - DACS 56K	$3,500	GSA: $2,696
1401-092	Dual Port T1 Framer/Multiplexer ILI	$7,500	GSA: $5,777
1401-077	Dual Port Token Ring ILI	$9,500	GSA: $7,317
1401-112	Dual Port Token Ring ILI - High Performance	$11,000	GSA: $8,473
1401-710	Dual Port Token Ring Link Module	$5,500	GSA: $4,236
1112-039	Ethernet & Tolen Ring ALN:LAN/WAN 1x1x2	$11,500	GSA: $8,858
1401-100	Ethernet w/Dual Port Synchronous ILI DSE	$7,500	GSA: $5,777
1401-704	Ethernet/Dual Port Sync (DSE) Link Module	$3,500	GSA: $2,696
1401-703	Ethernet/Single Port Sync (SSE) Link Module	$2,250	GSA: $1,734
1401-715	Ethernet/Single Port Sync ILI (SSE)	$12,250	GSA: $9,436
1401-099	Ethernet/Single Port Synchronous ILI SSE	$5,000	GSA: $3,851
1401-750	Extended WAN Operations Management	$500	GSA: $385
1401-726	Fast Routing Engine	$12,000	GSA: $9,243
1401-087	Feeder Node LAN - 4 x 0 HP	$11,495	GSA: $8,854
1401-083	Feeder Node LAN/WAN - 2 x 2	$9,495	GSA: $7,314
1401-085	Feeder Node LAN/WAN - 2 x 2 HP/Fltr.	$10,995	GSA: $8,463
1401-084	Feeder Node LAN/WAN - 2 x 2 HSF	$9,995	GSA: $7,699
1401-082	Feeder Node LAN/WAN-1 x 2	$8,995	GSA: $6,929
1401-088	Feeder Node WAN - 0 x 4	$11,995	GSA: $9,239
1401-086	Feeder Node LAN - 4 x 0	$10,495	GSA: $8,084
1401-678	Feeder Node Base Unit - 110 Volts	$5,000	GSA: $3,851
1401-679	Feeder Node Base Unit - 220 Volts	$5,000	GSA: $3,851
1401-081	Feeder Node LAN/LAN	$6,995	GSA: $5,388
1401-680	Feeder Node Power Supply - 110 Volts	$600	GSA: $462
1401-681	Feeder Node Power Supply - 220 Volts	$600	GSA: $462
1401-720	flash EPROM Memory Card	$500	GSA: $385
1401-656	FN LAn 4 x 0	$10,495	GSA: $8,084
1401-657	FN LAN 4 x 0 High Performance	$11,495	GSA: $8,854
1401-651	FN LAN/LAN	$6,995	GSA: $5,388
1401-652	FN LAN/WAN 1 x 2	$8,995	GSA: $6,929
1401-653	FN LAN/WAN 2 x 2	$9,495	GSA: $7,314
1401-655	FN LAN/WAN 2 x 2 High Performance Filters	$10,995	GSA: $8,463
1401-654	FN LAN/WAN 2 x 2 High Speed Filters	$9,995	GSA: $7,314
1401-658	FN WAN 0 x 4	$11,995	GSA: $9,239
1401-743	FN/LN/CN Operations Management	$1,600	GSA: $1,232
4100-904	Frame Relay (Sprint) Software	$1,000	GSA: $770
1401-746	Hardware Install, Diagnostics, Troubleshooting	$1,000	GSA: $770
1401-383	Hybrid Multimode/Single Mode FDDI ILI (Single Mode on PHY B/Multimode PHY A)	$16,500	GSA: $12,709

Falcon Part #	Product Name	Retail Price	Falcon Price
1401-391	Hybrid Multimode/Single Mode FDDI Link Module	$11,000	GSA: $8,473
1401-381	Hybrid Single Mode/Multimode FDDI ILI (Single Mode on PHY A/Multimode PHY B)	$16,500	GSA: $12,709
1401-390	Hybrid Single Mode/Multimode FDDI Link Module	$11,000	GSA: $8,473
1400-819	IPX Router Software	$1,000	GSA: $770
1401-747	LAN/WAN Internetwork Technology	$1,200	GSA: $924
1401-684	Link Node Power Supply - 110 Volts	$1,015	GSA: $782
1401-685	Link Node Power Supply - 220 Volts	$1,015	GSA: $782
1112-037	LN Base Unit - 220 Volts	$6,750	GSA: $5,200
1401-686	LN Tabletop Enclosure	$300	GSA: $231
1401-078	Multimode FDDI ILI	$11,000	GSA: $8,473
1401-717	Multimode FDDI ILI	$19,000	GSA: $14,635
1401-388	Multimode FDDI Link Module	$7,500	GSA: $5,777
1401-740	Network Integration Services per hour (0800-2100 hrs M-F ET)	$150	GSA: $116
1401-268	Optical Bypass Switch	$1,850	GSA: $1,426
4100-900	Quad Port Ethernet (High Performance) ILI	$9,000	GSA: $6,932
1401-101	Quad Port Ethernet ILI	$6,500	GSA: $5,007
1401-716	Quad Port Ethernet ILI	$13,000	GSA: $10,013
1401-706	Quad Port Ethernet Link Module	$3,500	GSA: $2,696
1401-714	Quad Port Sunchronous ILI	$13,000	GSA: $10,013
1401-076	Quad Port Synchronous ILI	$7,500	GSA: $5,777
1401-701	Quad Port Synchronous Link Module	$4,000	GSA: $3,081
1401-380	Single Mode FDDI ILI	$20,000	GSA: $15,405
1401-389	Single Mode FDDI Link Module	$14,500	GSA: $11,169
1401-095	Single Port T1 Framer - DACS 56K ILI	$4,500	GSA: $3,466
1401-094	Single Port T1 Framer ILI	$4,500	GSA: $3,466
1401-698	Single Port T1 Framer Link Module	$2,000	GSA: $1,540
1401-699	Single Port T1 Framer Link Module - DACS 56K	$2,000	GSA: $1,540
1401-079	SMDS Software	$1,000	GSA: $770
1401-115	SNMP Agent Software	$1,000	GSA: $770
1401-672	System Controller Module	$1,500	GSA: $1,155
1401-673	System Controller ROM	$50	GSA: $39
1401-674	System I/O Module	$1,250	GSA: $963
1401-738	System Installation per day	$1,200	GSA: $924
1401-718	System Resource Module - Link (SRM-L)	$1,500	GSA: $1,155
1401-146	Systems Configuration Guide	$100	GSA: $77
1401-148	Systems Installation Guide	$50	GSA: $39
1401-147	Systems Operators Guide	$50	GSA: $39
4100-903	TCP/IP Router Software	$1,000	GSA: $770
1401-741	Technical Support per hour (0800-2100 hrs M-F ET)	$120	GSA: $92
1401-110	Token Ring & Dual Port Sunc ILI	$8,500	GSA: $6,547
1401-385	Token Ring & Dual Port Sync Link Module	$5,000	GSA: $3,851
1401-114	Token Ring & Dual Port Synchronous ILI - High Performance	$10,000	GSA: $7,702
1401-384	Token Ring & Single Port Sync Link Module	$4,000	GSA: $3,081
1401-109	Token Ring & Single Port Synchronous ILI	$7,500	GSA: $5,777
1401-113	Token Ring & Single Port Synchronous ILI High Performance	$9,000	GSA: $6,932
1112-038	Token Ring AFN:Lan/Wan - 1x2	$6,995	GSA: $5,388
1401-091	Token Ring Feed Node: LAN/WAN - 1 x 2	$10,995	GSA: $8,469
1401-089	Token Ring Feeder Node: LAN/LAN - 2 x 0	$10,495	GSA: $8,084
1401-090	Token Ring Feeder Node: LAN/WAN - 1 x 1	$8,495	GSA: $6,544
1112-036	Token Ring FN: LAN/LAN 2 x 0	$10,495	GSA: $8,084
1401-661	Token Ring FN: LAN/WAN 1 x 1	$8,495	GSA: $6,544
1401-663	Token Ring FN: LAN/WAN 1 x 1 High Performance	$12,495	GSA: $9,625
1401-662	Token Ring FN: LAN/WAN 1 x 2	$10,995	GSA: $8,469
1401-664	Token Ring FN: LAN/WAN 1 x 2 High Performance	$13,495	GSA: $10,395
1401-659	Token Ring FN:LAN/WAN 1 x 1 High Performance	$12,495	GSA: $9,625
1401-660	Token Ring FN:LAN/WAN 1 x 2 High Performance	$13,495	GSA: $10,395
1401-745	User Orientation	$500	GSA: $385
1401-097	V.35 Adaptor Module	$200	GSA: $154
1401-118	X.25 Software	$1,600	GSA: $1,232
1401-117	XNS Router Software	$1,000	GSA: $770

Falcon Part #	Product Name	Retail Price	Falcon Price
	WOLFRAM RESEARCH		
1635-448	Mathematica - DOS 386	$595	OM: $479
1635-449	Mathematica - DOS 386/7	$895	OM: $721
1645-066	Mathematica - Enhanced Version - Mac	$895	OM: $721
1635-500	Mathematica - Front End - Mac	$185	OM: $176
1634-743	Mathematica - Standard Version - Mac	$595	OM: $479
	WORDPERFECT		
1635-530	WordPerfect for Mac addt'l license 100 pack w/o docs & media	$24,750	GSA: $14,231
1635-528	WordPerfect for Mac addt'l license 20 pack w/o docs & media	$5,346	GSA: $3,073
1635-529	WordPerfect for Mac addt'l license 50 pack w/o docs & media	$12,870	GSA: $7,400
1635-531	WordPerfect for Mac addt'l license 500 pack w/o docs & media	$118,800	GSA: $68,311
1635-526	WordPerfect for Mac addt'l license w/docs w/o media	$349	GSA: $200
1635-527	WordPerfect for Mac addt'l license w/o docs & media	$295	GSA: $169
1634-417	WordPerfect for Mac	$495	GSA: $277
1635-039	WordPerfect Office for Mac single user	$149	GSA: $85
1635-533	WordPerfect Office 3.01 for Mac 20-pack	$1,495	GSA: $859
1635-532	WordPerfect Office 3.01 for Mac 5-pack	$495	GSA: $284
	SW DOS		
1699-020	PC WordPerfect (DOS) 5.25"	495	OM: 283
1699-149	PC WordPerfect (DOS) 3.5"	495	OM: 283
1636-348	WORDPERFECT 5.25" F/WINDOWS	495	OM: 287.36
1636-349	WORDPERFECT 3.5" F/WINDOWS	495	OM: 287.36
	XYLOGICS		
1404-002	16-Port Annex Terminal Server	$4,295	GSA: $3,309
1112-035	16-port Micro Annex XL Communication Server	$2,695	GSA: $2,076
1404-003	32-Port Annex Terminal Server	$5,095	GSA: $3,925
1404-001	64-Port Annex Terminal Server	$6,990	GSA: $5,385
1112-034	8-port Micro Annex XL Communications Server	$2,195	GSA: $1,691
1112-032	Network Host Software 3.5" floppy media	$395	GSA: $305
1112-033	Network Host Software QIC-24 1/4" tape media	$395	GSA: $305

DIRECTORY

To Contact Falcon, Please Call...

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Order/Delivery Inquiries 1-800-777-3798

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Training.....703-412-8060

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